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Automotive News

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Isuzolet?

Jim Dunne

Chevy readies FWD subcompact for '85

Chevrolet dealers will begin selling this Isuzu-made front-drive two-door hatchback, plus a companion four-door sedan, beginning in the '85 model year. The "R" body, as it has been called, will have a wheelbase of 92-93 inches with standard power a 1.8-liter four-cylinder engine. No names yet. Note the Chevrolet "bow tie." Pontiac dealers will also get a version of the car.

High court strikes down rescission of air-bag rule

By Helen Kahn
Washington Bureau Chief

WASHINGTON. — The Reagan Administration's rescission of the passive restraint standard has been unanimously overturned by the U. S. Supreme Court.

Both automatic belts and air bags are affected.

The court said NHTSA failed to present an adequate basis and explanation and must either consider the matter further or adhere to or amend Standard 208 along lines which its analysis supports.

The majority opinion said one reason NHTSA's rescission was arbitrary and capricious was that the agency gave no consideration to changing the standard to require air bags. Further, NHTSA's conclusion that detachable automatic belts invited non-compliance was not enough by itself to justify more than amending the standard to disallow such detachable belts.

The court also criticized NHTSA for underestimating the safety benefits of automatic belts.

• The justices agreed in part and disagreed in part with the opinion overturning the rescission written by the federal appellate court for the District of Columbia.

The court, in a footnote, suggests that NHTSA can suspend the standard, pending further consideration, and that is the likely effect, since NHTSA could not put the standard in effect for 1984 models because of required leadtime for the companies.

In October, 1981, then Safety Chief Ray Peck rescinded the modified Standard 208 on grounds that most auto makers would use automatic belts easily detached and hence no better than manual belts.

Whatever the use of automatic belts, said the Supreme Court, this does not "disallow compliance by means of one technology which will not provide effective passenger restraint."

This does not "cast doubt" on the need for the standard nor on the "efficiency of air-bag technology," the court said.

Even though NHTSA acknowledged the "life-saving potential" of air bags, the court notes, it did not proceed to the "logical response" — requiring use of air bags.

• Further, the court notes, the fact that makers chose automatic belts over air bags "hardly constitutes cause to revoke the standard itself."

In fact, the law was passed because Congress thought the "industry not sufficiently responsive to safety concerns."

Besides, the act intends standards should be "technology forcing."

While the court stresses it does not require any specific procedures for NHTSA nor even that NHTSA consider all "policy alternatives," it then says that the air bag is more than a "policy alternative" — it is a "technological alternative within the ambit of the existing standard."

Analysis of auto pay finds many 'facts' false

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Quiz time. Answer true or false:

1. Japanese auto executives are paid far less than their counterparts in the U. S.

2. Executives of the U. S. auto makers are paid more than executives at the firms that sell them goods and services.

3. The chairman of General Motors made more than the chairmen of Ford Motor Co. and Chrysler Corp.

The answers: False; false; false with a disclaimer.

The first examination by Automotive News of the salaries and incomes of executives in the U. S. and Japan broke one common-knowledge "fact" after another.

And it showed the 101 top-paid executives in the U. S. auto industry made $46.9 million in salaries and bonuses in 1982 — close to half-million dollars apiece in a year when corporate sales were low and losses so frequent that most companies weren't awarding bonuses.

That total also doesn't include the money many executives were able to make when stock market prices finally beat their stock-option prices, thanks to a high-flying Wall Street.

There were 127 U. S. auto executives from publicly traded companies last year with reported salaries and bonuses of $300,000 or more.

The real number is undoubtedly higher, because the government requires that each company list only its five highest-paid executives in its proxy statement.

• Supplier companies' executives took the top 18 spots.

At No. 19 was Roger B. Smith, chairman of General Motors, the world's largest auto maker; the country's second-largest industrial corporation, according to the Fortune 500; a company that sold more than $60 billion worth of goods and services and made close to a billion in profit.

Executive income list, Page 49

Ford Chairman Philip Caldwell ranked 39th.

Lee A. Iacocca, whose Chrysler Corp. bought supplies from 14,000 different firms last year, had 78 executives—most of them suppliers—ahead of him on the list.

American Motors Chairman W. Paul Tippett was nearly at the bottom with his rank of 82.

Of course, there's more to an executive's income than salary and bonus. There are stock options.

With the cooperation of investors bullish on autos and stocks in general, executives at Chrysler and Ford traded in some of their long-held options for stock, and made some nice gains in 1982 or possibly early 1983.

GM and AMC executives

Continued on Page 49, Col. 1

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Decision on GM-Toyota delayed till September

By Helen Kahn
Washington Bureau Chief

WASHINGTON. — A decision on the legality of the proposed General Motors-Toyota joint venture in California by the FTC is probably off until September, at the earliest.

This is because of the delay—primarily by Toyota—in getting additional material to FTC staff.

A letter sent by FTC Chairman James C. Miller II to Rep. Peter W. Rodino III, chairman of the House Judiciary Committee, explains that GM response may be expected in June but Toyota's—which has some severe translation problems, especially because of the sensitivity of business data—may not be in the hands of FTC investigators until the middle or end of July.

Miller also says the FTC may "if necessary" hold investigational hearings.

Known opponents to the joint venture include both Chrysler and Ford Motor Co. and probably other competitors like American Honda and Nissan U.S.A., whose investment in the U. S. have already exceeded Toyota's planned expenditure. Opposition from other car makers as well as from machine tool makers and parts producers would also be a reasonable surmise.

FTC hearings, if they occur—would be closed to the public as is the entire investigation.

• The House Judiciary Committee and/or its Antitrust Subcommittee has expressed some interest in looking at the antitrust implications of the proposed joint venture. Although both GM and Toyota appear confident the FTC will rule in their favor, it is not generally viewed as certain.

FTC could take no action — theoretically allowing the companies to proceed—but other interested parties, like auto company competitors, could file private law suits.

FTC could also issue an administrative complaint or ask a federal court to issue an injunction blocking the agreement.

If FTC objects to the joint venture, the agency will make such an announcement; if FTC decides to do nothing, then the companies will make their announcement of intentions to proceed.

Honda opens way to plastic car with Ballade CR-X

TOKYO. — Honda has leapt into the plastics era with its new Ballade Sports CR-X coupe.

It is using plastic panels for the front fenders, panels covering half of the doors and the nose panel, which includes headlamp recesses and small covers.

Honda engineers stress that these are cheap injection moldings unlike the expensive panels used by General Motors. The panels are produced from a mixture of ABS and polycarbonate "Plus Alpha."

Honda sees this development as opening the way to the plastic car and says that almost half of the development was involved in finding suitable primers and paints that were flexible and which could be repaired in an ordinary garage.

breaking news

'84 Camaro Berlinetta gets whizbang interior

Chevrolet will expand its use of the Corvette-type whizbang instrumentation to include the Camaro Berlinetta. The '84 Berlinetta will have a standard digital speedometer/odometer and bar-graph tachometer and pushbutton pods will replace most stalk-operated controls. Redesigned steering wheel, a roof console and General Motors' ETR stereo will be new standard Berlinetta features.

Chevrolet tweaks '84 Cavalier

DETROIT.—Chevrolet will revise its J-body Cavalier for 1984 with a restyled front end using quad rectangular headlamps, a new grille and color-coordinated bumper fascia. The base Cavalier coupe has been dropped. Cavaliers will also have revised front suspension.

See BREAKING NEWS, Page 8, Col. 1

Attorney says $7.5 million already secured for bankrupt DMC

DeLorean supports reorganization

By Edward Lapham
Senior Editor

DETROIT.—John Z. DeLorean apparently still wants to live the dream.

The former auto maker is one of the backers of a plan to reorganize his bankrupt DeLorean Motor Co., it was disclosed in U. S. Bankruptcy Court here last week.

Anthony Castanares, a Los Angeles attorney with the prestigious bankruptcy law firm of Stutman, Triester & Glatt, told the court he represents DeLorean and Henri Foussard and asked for additional time to revise a reorganization plan while his clients seek additional investors.

Castanares said his clients already have secured $7.5 million in financing. "I'm not at all surprised to discover Mr. DeLorean is involved," creditors committee chairman Malcolm Schade said following the hearing.

In February, California attorney James R. Gorman approached the court, claiming to represent a group of investors who wanted an exclusive period to propose a reorganization plan to the court and the creditors committee.

At that time, Gorman told the creditors committee neither DeLorean nor his associate Roy S. Nesseth were involved in the deal, Schade said in court.

The court granted an extension of the exclusive filing period after Gorman's investor group in early March posted a $100,000 good-faith deposit subject to forfeiture.

The creditors committee was in court last week seeking forfeiture of that good-faith deposit, claiming the reorganization plan, filed April 25, was a "sham and a fraud" and an attempt by former management of the company to terminate corporate wrongdoing investigations by the creditors committee and court-appointed examiner Price Waterhouse.

A possible reorganization plan link to DeLorean was discovered in April. At a Los Angeles hearing on federal drug trafficking charges against DeLorean, a bank official testified a DeLorean-owned company supplied the $100,000 used for the good-faith deposit to Gorman.

• Judge George Woods adjourned the hearing on the motion for forfeiture and further discussion of the reorganization plan until Wednesday (June 29) following nearly five hours of hearings last week.

Although the court deferred action, Judge Woods said the plan, officially offered by Madison SA, a Swiss-based Panamanian corporation, seemed to be "the only game in town" and the only hope of reorganizing DMC, which has been in Chapter 11 since Oct. 19, 1982.

Castanares said it could take six or eight months to reorganize the company and asked the court for 30-day incremental extensions in the exclusive filing period, which was due to have expired June 25 but was temporarily extended by the court until after the June 29 hearings.

Castanares said as much as an additional $20 million in funding might be necessary to relaunch the company and that "two potential major investors" already have withdrawn because of adverse publicity connected with the case.

He also disclosed that Donald Lander, a former Chrysler Canada president and DMC vice president, was acting as a consultant to the investor group and that two other former DMC employes, including financial officer T. Joseph Daly, also would be consultants.

In a related action, the court denied a petition by DeLorean seeking to withhold certain bankruptcy-related testimony by former DMC officials from the public record.

Bricklin's back in the driver's seat

Malcolm Bricklin, seated in the Spider on the right, and some of the International Automobile Importers, Inc., staff members welcome the first Bertone X 1/9 and Pininfarina Spider to arrive at their new corporate headquarters in Montvale, N. J.

DeLorean wins delay in drug trial to Oct. 4

LOS ANGELES. — John Z. DeLorean has won a two-month delay of his trial on drug-trafficking charges. The court set back the Aug. 9 trial date to Oct. 4 at the request of DeLorean's attorneys.

In the motion to delay the trial, DeLorean's attorneys suggested that the British Government was behind the sting operation that netted DeLorean and two others, Stephen Lee Arrington and William M. Hetrick.

Hetrick has changed his plea to guilty on the drug charges and awaits sentencing, set for Oct. 31.

Court documents which were made public last week indicate that DeLorean met with Lee Iacocca to discuss possible sale of Chrysler Corp. to a partnership directed by DeLorean.

They also showed that DeLorean sought a $300 million loan for purchase of American Motors' Jeep and AM General operations and also that he planned to spend almost $100 million on development of the Stirling engine for automotive use.

The documents, collected last month by attorneys for unsecured creditors of the defunct DeLorean Motor Corp., also revealed a DeLorean proposal to join forces with Ford Motor Co., to lease ships and transport oil and to build cars in Mexico.

A Chrysler spokesman said his firm will not comment on the DeLorean papers. An AMC spokesman said that Jeep was not and is not for sale and that AM General (now up for sale) was not on the block in 1977 when DeLorean sought the loan.

A DeLorean memo dated Jan. 17, 1980, said Iacocca had "been spoken to by 123 groups purporting to represent Arab petrodollar investors, including the Saudi ambassador."

Documents indicated that DeLorean wanted to take immediate control of the Chrysler board of directors "to prevent dissipation of assets" and that he planned for Chrysler's dealer network to sell the DeLorean sports car.

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58th year — No. 4974

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May be manufacturing electric cars by 1985

UK magnate eyes DeLorean plant

By Richard Feast
European Editor

LONDON. — The former DeLorean plant in Northern Ireland may be manufacturing electric cars by 1985 if a plan by one of Britain's most successful businessmen goes ahead.

Sir Clive Sinclair, head of Sinclair Research, an electronics group, has taken an option on many of the assets at the Dunmurry plant from the DeLorean receivers.

At the same time, Sinclair's name has been linked to various attempts at solving the long-running financial uncertainty which surrounds Group Lotus.

So, too, in recent weeks have Toyota of Japan — with whom Lotus will build a sports car starting next year — and David Wickins, chairman of British Car Auctions and the man who has led a recent expansion drive into the U. S.

Sinclair, 42, is a self-made millionaire and a self-confessed car buff. He recently established a separate company, Sinclair Vehicle Project, with nearly $15 million of his own money.

The attraction of the DeLorean plant centers on its facilities to produce vacuum assisted resin injection (VARI) moldings.

Sinclair's battery-powered vehicle would certainly use this method of technology for the body work—or, more likely, a modified version of it in which the paint is impregnated at molding stage.

The system was developed by Group Lotus and was used in DeLorean production following the development work on the car completed by Lotus. The latest system, known as VARIP, will be ready for use during 1984.

Sinclair toured the recent Geneva Auto Show in company with Lotus Chairman Fred Bushell and other Lotus directors. At the time, Lotus Managing Director Mike Kimberley made light of the association.

"We're just helping Clive with his electric car project," Kimberley explained.

It now seems increasingly likely that Sinclair's interest in Lotus extends beyond purchase of production techniques.

Group Lotus still requires a major cash injection to ensure that its Toyota-engined M-90 sports car gets into production for launch in the fall of next year.

It also has the more immediate problem of settling its $1.5 million debt with American Express.

Amex has extended the loan facility pending an independent report into the financing and management of the company by merchant bankers Guinness Mahon.

That report was due to be discussed by the Group Lotus board at the end of last week.

While its recommendations remained secret, the reasons for its commission in the first place concerned Lotus financial troubles and the shock waves caused by the unexpected death late last year of founder and chairman Colin Chapman.

The whole affair has set tongues wagging in London, where Group Lotus is a publicly quoted company. Share prices began to flutuate as various rumors about the outcome of Guinness Mahon's report appeared.

• One linked Toyota, the company which will supply drivelines for the M-90 sports car. Another concerned Wickins, who has recently been buying into the U. S. auction market. Sinclair is a third candidate for a stake in Lotus.

It seems unlikely that any will take full control of Group Lotus, which is 51 percent owned by nominees of various Chapman trusts, family members and by Bushell. Instead, a financial package by one or more — or others — seems the most likely outcome.

Sinclair is reputed to have made more than $150 million out of his company's advanced electronic products.

These include pocket calculators and the world's first mini computer, known as ZX. Among its current projects are a miniature flat-screen TV and a new personal computer which is expected to undercut the prices of its rival products.

Sinclair has been so successful that almost any innovation which he undertakes has to be taken seriously.

While he has no first-hand knowledge of the auto industry, he has hired Barrie Wills, former DeLorean purchasing director, to head the battery-car project.

The electric vehicle will use conventional lead-acid power packs, but if past Sinclair products are anything to go by, there will be considerable flair and imagination in the remainder of the specification.

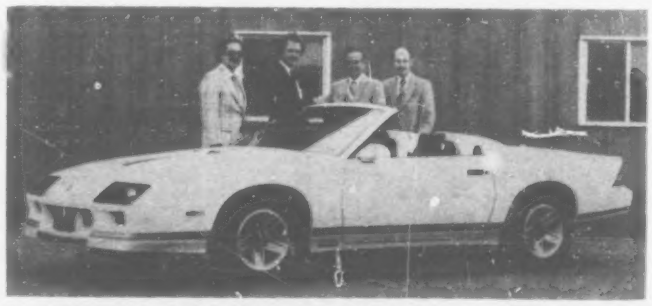
Sinclair is very serious about the battery car. If the purchase of the DeLorean factory goes ahead, it will mean a considerable boost for Northern Ireland.

The DeLorean factory closed last October, after protracted and hopeless attempts were made to refinance the project on both sides of the Atlantic. It caused a major worsening in unemployment in an area that is one of the worst hit in Europe.

Chicago Auto Show moved to earlier date

CHICAGO. — The Chicago Auto Show will be held Feb. 11-19 in McCormick Place.

The show traditionally has been held later in the month. It is sponsored by the Chicago Automobile Trade Assn.



Auto Form's 300th '83 convertible

Gates Chevy World, South Bend, has taken delivery of the 300th 1983-model Auto Form convertible. Gates is one of a nationwide network of dealers selling Auto Form's custom convertibles. Pictured at the delivery are, from left: Gary Soos, Auto Form general manager; Dick Strefling, Auto Form president; Van Gates, Gates Chevy World president, and Paul Vink, Gates Chevy World sales manager.

House unit reports UAW-backed law on domestic content

By Helen Kahn
Washington Bureau Chief

WASHINGTON. — The measure to require auto makers to reach certain levels of domestic content by 1985 and later models has been reported by a comfortable margin of 25 to 17 by the House Energy and Commerce Committee.

This bill backed by the UAW and certain industrial unions of the AFL-CIO, is designed to curb foreign outsourcing of parts and components by the U.S.-based companies and to encourage foreign makers to build manufacturing plants in the U. S. and buy American parts and use American labor.

Despite formidable opposition of all import auto companies and all domestic ones (except Chrysler), the bill may again pass the House as it did last year.

The bill was referred to the House Ways and Means Subcommittee on Trade for consideration, but whatever that group decides to do, the bill as reported by the Dingell Committee can eventually be referred to the House Rules Committee for a go-ahead for floor consideration.

A companion Senate bill, whose chief sponsor is Senator Donald Riegle, of Michigan, Riegle has not yet seen any action this Congress. The chairman of the comparable Senate committee — Senator Robert Packwood, Oregon Republican, is opposed to the bill.

As reported, the House bill contains the UAW content ratio formulae, but it received major amendments by Rep. James Florio, New Jersey Democrat; Rep. Dennis Eckart, Ohio Democrat, and Rep. Richard Ottinger, New York Democrat, who has been the major sponsor.

It was heavily aided by Rep. John Dingell, Michigan Democrat, whose committee presented the first major step. Republican attemtps to change the bill were defeated.

Florio's contribution was to include an automotive products strategy study to be made by the Secretary of Transportation in consultation with the U. S. Automobile Industry Advisory Council.

The strategy would be to increase domestic production and sales, but exclusive of macroeconomic measures to stimulate general economic growth and deregulation.

The Secretary, on a regular basis, would analyze the auto products market — production and sales and projections of both plus estimates of domestic content along with the factors affecting those areas.

• Before the first anniversary of enactment, the Secretary would report to the President and House and Senate Commerce committees on the initial strategy, and each year thereafter he would update the report with changes and any actions taken and any results therefrom.

But before this report, the Secretary would consult with the advisory council, which could append its own views to any government report.

Under the original Florio amendment, the council would have had 10 members, five from labor, four from auto management and one from auto parts management.

After a futile attempt by Rep. William Dannemeyer, California Republican, to broaden the council to include five consumer or public members (including some with special expertise), Ottinger stepped in to broaden the council to include three consumer representatives — bringing the total membership to 13 but not allowing the "imbalance" he found in the Dannemeyer proposal.

To choose these consumer representatives, the House would make three nominations for two appointments, and the Senate would make two nominations for one appointment.

Dannemeyer noted that the council might be illegal under the Federal Advisory Council

Continued on Page 54, Col. 1

New Mustang convertible off to good start

The 1983 Ford Mustang GT convertible's standard powertrain is a 5.0-liter, four-barrel V-8 with five-speed manual transmission. So far this calendar year, 25 percent of the Mustangs sold have been GTs and 20 percent have been convertibles, according to Ford. The Mustang GT convertible went into production in May.

Car sales hit the roof: Up 74 pct. in mid-June

By Jenny L. King
Staff Writer

Maybe—just maybe—it's here. The U. S. auto industry took a giant step on the road to recovery with a 74.41-percent sales increase in the June 11-20 period. This followed a 20.04-percent increase the first 10 days and was the 13th plus period so far this calendar year. Maybe the long recession is turning into a time of growth.

All major domestic auto makers reported sales gains for the mid-month period, and the sum of their efforts totaled 205,444, up 74.41 percent from 117,795 a year earlier. It was the best total for June 11-20 since 1979 when 258,468 new cars were retailed. Record for the period was 311,044 set back in 1973.

The daily selling rate averaged 25,681, up 74.41 percent from 14,724 a year earlier, and up 9.96 percent from 23,354 the first 10 days of June. There were eight selling days both years mid-month, and nine selling days the first period this June.

Based on the sales of 205,444, annualized sales reached 7,343,000 projected for 1983.

For the mid-June period, General Motors sales climbed 77.57 percent, to 121,629 from 68,498 in 1982. Ford Motor Co. was up 60.82 percent, to 49,502 from 30,781. Chrysler jumped 77.08 percent, to 26,091 from 14,734.

American Motors released es-

Continued on Page 55, Col. 1

DOMESTIC SALES

	June 11-20, 1983	June 11-20, 1982
Renault		
Alliance	3,100†	.....
AMC	1,350†	1,600†
AMERICAN MOTORS	4,450†	1,600†
Chrysler	7,665	4,030
Imperial	30	49
Plymouth	7,931	5,291
Dodge	10,465	5,365
CHRYSLER CORP.	26,091	14,734
Ford	35,821	22,335
Mercury	11,504	6,918
Lincoln	2,177	1,528
FORD MOTOR	49,502	30,781
Buick	15,420	7,493
Cadillac	6,764	5,001
Chevrolet	50,357	22,567
Oldsmobile	34,307	24,046
Pontiac	14,781	9,391
GENERAL MOTORS	121,629	68,498
VOLKSKAGEN	2,245	2,182
HONDA	1,527	.....
U. S. INDUSTRY TOTAL	205,444	117,795

† Estimate.

Chrysler and VW deny rumor of plant deal

DETROIT. — Chrysler Corp. and Volkswagen of America denied late last week that the two firms have reached an agreement or contemplated reaching an agreement for the Chrysler acquisition of another VWoA manufacturing plant in Westmoreland, Pa.

Such an agreement had been rumored for weeks and had made it into print in the daily press here.

A VWoA spokesman "irrevocably denied" any substance to the rumor.

In a formal statement, Chrysler confirmed that there have been continuing discussions with Volkswagen officials regarding the already announced intention of Chrysler to purchase a VWoA assembly plant in Sterling Heights, Mich. It is expected that the purchase of that plant from Volkswagen will be completed next month.

Chrysler said that there have been discussions between Chrysler and Volkswagen personnel, including Chrysler Chairman Lee A. Iacocca and Volkswagen Chairman Carl Hahn. Chrysler said these involved worldwide business opportunities; assessments of North American, European and other world markets, and the impact of trade restraints in North America, Europe and the Far East.

Chrysler reiterated that no agreements have been reached between the two companies except the agreement to purchase the Sterling Heights assembly plant.

• Under the terms of the Chrysler Loan Guarantee Act, Chrysler is required to engage in conversations with other automobile manufacturers regarding possible joint ventures and other business relationships. These conversations have taken place over the entire three-year span of the Loan Guarantee Act and are expected to continue, Chrysler said.

According to the denied rumor, Chrysler would have taken over Westmoreland to build its new R-car replacement for the aging Omni and Horizon, and would have assembled Rabbits for VW in the plant, as well.

A Chrysler-VW deal on Westmoreland would complete a circle that began in 1976 when VW bought the plant from an ailing Chrysler Corp.

Chrysler had built the plant in the late 1960s, but never outfitted it. It stood empty ("the biggest dirt floor in the world") from 1970 until the fall of 1976, when VW took it over. It assembled its first VW Rabbit on April 10, 1978.

When VW acquired Westmoreland, Chrysler was in the first stages of a desperate and worsening financial situation. A booming Volkswagen came riding to the rescue.

Now, less than seven years later, the shoe is on the other foot. Volkswagen's fortunes have sagged in this market and Chrysler is roaring along the comeback trail.

Pacific adds pizzazz

The Pacific Firebird body kit enhances the styling of Pontiac's two-plus-two model. The kit consists of front air dam, replacement front fenders, rocker panels and quarter panels which fit over the existing panels. Maker Pacific T-Top, Huntington Beach, Calif., sells the package to dealers for $997. An optional whale tail is also available.

Keller quits as auto analyst to become money manager

NEW YORK.—Maryann Keller, ranked the country's top automotive investment analyst, is leaving Paine Webber Mitchell Hutchins, Inc., to become a money manager for Vilas-Fischer Associates.

Keller has been voted top auto analyst for four consecutive years by subscribers of Institutional Investor. On July 13, she will give the Automotive News World Congress her forecasts for auto stocks.

"I had been doing sell-side auto analysis for 11 years and was reaching the point where things were becoming somewhat repetitive," Keller said of her move.

She said she is looking forward to actually participating in the investment process, rather than merely recommending purchases as an analyst. She will study automotive stocks and possibly those of other industries as well, she said.

Keller came to Paine Webber in 1980 as first vice president, analyzing auto manufacturers' and parts makers' finances. Before that, she was an auto analyst, vice president and the first woman to be elected stockholder of the investment banking firm of Kidder, Peabody & Co.

She received her masters degree in business administration from the Bernard M. Baruch School, City University of New York, and held financial and marketing positions at the Celanese Corp. and BASF Corp.

She has been replaced at Paine Webber by Ann Knight, an auto analyst from Smith Barney. Smith Barney didn't have an auto analyst when Knight joined the investment firm two years ago. She set up the company's files during a year of research in Detroit.

Total is 728,409, highest of 1983

New-car registrations rise 8 pct. for month

By Jenny L. King
Staff Writer

New-car registrations in April were the highest of any month this calendar year, according to figures compiled by R. L. Polk & Co. The industry total was up just one-half percent over March, 1983, but climbed 8.35 percent above the year-ago April sum.

Registrations of new domestic cars were up 2.87 percent from March, going to 520,198 from 505,677. Compared with April, 1982, domestics were up 7.04 percent, to 520,198 from 485,992.

Imports numbered 208,211 in April of this year, up 11.78 percent from 186,261 for the same month of 1982, but off 4.92 percent from the 219,234 reported in March of this year.

Total registrations in April added to 782,409, up 0.48 percent from 724,911 in March, and up 8.35 percent from 672,253 in April, 1982.

R. L. Polk & Co. counts all U. S.-built Hondas, Volkswagens and Renault Alliances as imports. Also included in that category are Mitsubishi-built Plymouth Colt and Sapporo and Dodge Colt and Challenger which are marketed by Plymouth/Dodge dealers.

In April, Chrysler Corp. and the combined imports increased their shares of the total market; American Motors, Ford Motor Co., General Motors and miscellaneous domestics lost varying amounts of ground.

• Chrysler was up 0.72 percentage points, to 10.47 percent from 9.75 percent last year. The imports gained 0.87 percentage points, climbing to 28.58 percent from 27.71 percent. Their best April was in 1981, when they accounted for 30.33 percent of the U. S. market.

Ford dropped 1.12 percentage points in April, stopping at 16.08 percent, down from 17.20 percent a year ago. GM was off 0.01 percentage points, dipping to 44.15 percent from 44.16 percent; AMC was down to 0.71 percent from 1.15 percent, and miscellaneous domestics shrank to 0.01 percent from 0.03 percent.

Of the market excluding imports, GM claimed 61.82 percent, Ford had 22.51 percent, Chrysler had 14.66 percent, AMC had 1.00 percent and miscellaneous makes had 0.01 percent.

A year earlier, GM earned 61.09 percent, Ford had 23.79 percent, Chrysler had 13.48 percent, AMC had 1.60 percent and miscellaneous had 0.04 percent.

In the four-month market, the same segments as in April — Chrysler Corp. and the imports — improved their lot compared with 1982 shares. Chrysler was up 0.84 percent, to 9.65 percent from 8.81 percent. Imports claimed 30.54 percent, up 1.45 percentage points from 29.04 percent.

• GM was down 1.41 percentage points, to 42.48 percent from 43.89 percent. Ford dropped 0.36 percentage points, to 16.51 percent from 16.87, AMC was down 0.50 percentage points to 0.81 percent from 1.31 percent and miscellaneous domestics were off 0.02 percentage points to 0.01 percent of the market.

Imports accounted for the largest single piece of the April market, at 28.58 percent. The other market class shares included: Intermediates, at 25.96 percent, compacts at 16.18 percent, standards at 13.86 percent, subcompacts at 9.97 percent and luxury models at 5.45 percent.

A year earlier, imports claimed 27.71 percent, followed by intermediates at 21.74 percent, compacts at 19.09 percent, subcompacts at 16.22 percent, standards at 9.99 percent and luxury cars at 5.25 percent.

NEW-CAR MARKET SHARES IN U. S.

	APRIL					FOUR MONTHS				
	Regis., April, 1983	Percent Share of Market	Regis., April, 1982	Percent Share of Market	Pct. Pt. Change '83 vs. '82	Regis., 4 months, 1983	Percent Share of Market	Regis., 4 months, 1982	Percent Share of Market	Pct. Pt. Change '83 vs. '82
Chevrolet	108,214	14.86	109,009	16.21	− 1.35	369,184	14.11	385,557	16.39	− 2.28
Oldsmobile	81,620	11.20	67,143	9.99	+ 1.21	280,512	10.72	228,147	9.70	+ 1.02
Ford	78,665	10.80	80,280	11.94	− 1.14	293,582	11.22	274,833	11.68	− 0.46
Buick	67,530	9.27	59,886	8.91	+ 0.36	235,631	9.00	205,633	8.74	+ 0.26
Pontiac	40,117	5.51	41,276	6.14	− 0.63	140,815	5.38	143,603	6.10	− 0.72
Mercury	30,253	4.15	28,394	4.23	− 0.08	108,551	4.15	98,519	4.19	− 0.04
Dodge	27,339	3.75	24,947	3.71	+ 0.04	92,921	3.55	80,212	3.41	+ 0.14
Plymouth	24,911	3.42	24,512	3.65	− 0.23	84,020	3.21	81,228	3.45	− 0.24
Cadillac	24,087	3.31	19,584	2.91	+ 0.40	85,691	3.27	69,767	2.96	+ 0.31
Chrysler	24,017	3.30	16,059	2.39	+ 0.91	75,569	2.89	45,862	1.95	+ 0.94
Lincoln	8,192	1.13	6,935	1.03	+ 0.10	29,904	1.14	23,479	1.00	+ 0.14
AMC	5,201	0.71	7,767	1.15	− 0.44	21,323	0.81	30,775	1.31	− 0.50
GENERAL MOTORS	321,568	44.15	296,898	44.16	− 0.01	1,111,833	42.48	1,032,707	43.89	− 1.41
FORD MOTOR CO.	117,110	16.08	115,609	17.20	− 1.12	432,037	16.51	396,831	16.87	− 0.36
CHRYSLER CORP.	76,267	10.47	65,518	9.75	+ 0.72	252,510	9.65	207,302	8.81	+ 0.84
AMC	5,201	0.71	7,767	1.15	− 0.44	21,323	0.81	30,775	1.31	− 0.50
IMPORTS	208,211	28.58	186,261	27.71	+ 0.87	799,272	30.54	684,534	29.09	+ 1.45
MISCELLANEOUS	52	0.01	200	0.03	− 0.02	302	0.01	733	0.03	− 0.02
TOTAL	728,409		672,253			2,617,277		2,352,882		

Automotive News analysis of new-car registration based on R. L. Polk & Co. statistical report.

AUTOMOTIVE NEWS ANALYSIS OF NEW-CAR REGISTRATIONS

Based on R. L. Polk & Co. Statistical Report
APRIL '83 vs. APRIL '82

	1983 Month	1983 Year	1982 Month	1982 Year
AMC Spirit	681	2,715	2,196	7,194
Concord	1,368	5,161	1,977	7,318
Concord SW	589	2,491	649	3,209
Eagle 4WD	318	1,298	472	2,140
Eagle 4WD SW	1,671	7,140	1,474	6,332
Eagle SX4 4WD	574	2,518	999	4,582
TOTAL AMC	5,201	21,323	7,767	30,775
Chrysler LeBaron FWD	6,585	21,658	8,360	24,362
LeBaron W FWD	989	3,125	760	1,034
E Class/NY FWD	6,414	19,466		
Cordoba	1,629	5,124	1,413	4,848
NY Fifth Ave.	8,173	25,423	5,227	14,607
Imperial	227	773	299	1,011
Total	24,017	75,569	16,059	45,862
Plymouth Horizon FWD	4,248	13,928	7,281	27,569
Turismo FWD	2,948	9,552	423	1,401
Reliant FWD	11,232	39,297	10,418	33,979
Reliant SW FWD	5,045	15,386	4,728	13,386
Gran Fury	1,438	5,857	1,662	4,893
Total	24,911	84,020	24,512	81,228
Dodge Omni FWD	3,751	12,639	6,289	23,392
Charger FWD	3,606	10,947	1,028	3,792
Aries FWD	7,515	27,845	7,878	25,127
Aries SW FWD	3,588	11,907	4,036	10,913
Dodge 400 FWD	3,124	10,668	2,590	7,498
Diplomat	2,402	7,876	2,429	6,992
Diplomat SW			8	50
Mirada	573	1,862	689	2,448
Dodge 600 FWD	2,780	9,177		
Total	27,339	92,921	24,947	80,212
TOTAL CHRYSLER CORP.	76,267	252,510	65,518	207,302
Ford Escort FWD	21,295	76,795	22,529	78,499
Escort SW FWD	7,502	27,402	7,243	25,612
EXP FWD	2,090	7,204	4,133	14,411
Fairmont	5,236	34,193	11,645	39,290
Fairmont SW			231	1,770
Tempo FWD		2		
Granada			6,674	24,474
Granada SW			3,432	11,086
LTD	8,332	36,279		
LTD SW	3,615	14,231		
LTD '82			4,514	13,365
LTD Crn. Victoria	8,800	33,331	3,376	11,866
LTD Crn. Victoria SW	2,054	8,080	1,656	5,608
Mustang	9,984	36,692	11,265	35,966
Thunderbird	9,757	19,373	3,582	12,866
Total	78,665	293,582	80,280	274,833
Lincoln Town Car	4,511	15,364	2,910	8,292
Mark VI	2,383	8,722	2,181	6,797
Continental	1,298	5,818	1,844	8,390
Total	8,192	29,904	6,395	23,479
Mercury Lynx FWD	5,249	18,531	6,898	24,158
Lynx SW FWD	1,527	5,684	1,888	6,791
LN7 FWD	565	2,269	1,454	5,271
Capri	1,709	7,841	2,835	9,663
Zephyr	1,577	10,286	3,648	12,228
Zephyr SW			100	704
Cougar			3,047	11,084
Cougar SW			1,387	4,416
Marquis	3,645	14,655		
Marquis SW	1,307	4,523		
Marquis '82			687	2,351
Marquis Brougham '82			1,595	5,183
Grand Marquis	8,066	29,934	2,809	9,256
Marquis '82 SW/G Marquis SW	1,118	4,289	772	2,617
XR7	5,490	10,539	1,274	4,797
Total	30,253	108,551	28,394	98,519
Lincoln Mercury Div. Total	38,445	138,455	35,329	121,998
TOTAL FORD MOTOR CO.	117,110	432,037	115,609	396,831

	1983 Month	1983 Year	1982 Month	1982 Year
Buick Skylark FWD	8,769	31,059	13,464	54,375
Skyhawk FWD	5,822	18,694	3,253	6,401
Skyhawk SW FWD	1,061	3,198		
Century FWD	10,195	36,359	7,314	22,645
Regal	18,398	65,972	18,032	61,591
Regal SW	1,358	4,560	1,270	3,858
LeSabre	3,403	11,541	2,419	7,935
LeSabre Limited	7,032	24,160	4,819	16,104
Electra	6,035	20,398	4,556	16,030
Buick SW	1,698	5,608	1,281	4,164
Riviera FWD	3,759	14,082	3,478	12,530
Total	67,530	235,631	59,886	205,633
Cadillac deVille	10,851	37,463	8,473	29,040
Cimarron FWD	1,753	6,247	1,221	5,053
Fleetwood & Chas.	3,651	13,714	3,190	11,852
Eldorado FWD	5,387	19,444	4,562	16,100
Seville FWD	2,452	8,823	2,138	7,722
Total	24,087	85,691	19,584	67,767
Chevrolet Chevette	15,836	55,312	21,235	79,568
Camaro	14,809	49,993	16,150	39,769
Cavalier FWD	13,859	41,771	9,042	31,589
Cavalier SW FWD	4,984	14,472	2,558	8,704
Citation FWD	8,863	39,984	16,043	75,704
Malibu	4,587	16,914	6,639	24,613
Malibu SW	4,652	16,425	3,386	10,931
Celebrity FWD	11,614	40,342	7,104	20,508
Monte Carlo	7,865	29,006	8,715	30,633
Impala	3,536	13,035	4,736	16,109
Caprice	10,853	36,085	7,886	28,371
Chevrolet SW	4,812	15,771	3,370	12,143
Corvette	1,944	5,074	2,145	6,915
Total	108,214	369,184	109,009	385,557
Oldsmobile Omega FWD	4,911	16,058	6,413	27,271
Firenza FWD	2,844	9,257	2,366	4,821
Firenza SW FWD	1,150	3,237		
Cutlass Ciera FWD	12,621	44,335	8,855	27,340
Cutlass Sup/Calais	25,658	89,072	22,733	80,623
Cutlass SW	2,015	6,814	1,856	6,341
Delta 88	806	2,749	795	3,020
Delta Royale	16,716	57,286	12,589	38,667
98	9,358	32,947	6,991	24,948
Oldsmobile SW	2,342	7,745	1,677	5,630
Toronado FWD	3,199	11,012	2,868	9,486
Total	81,620	280,512	67,143	228,147
Pontiac 1000	2,749	10,539	4,421	19,496
Firebird	7,666	28,215	9,857	24,177
2000 FWD	6,304	19,435	4,110	15,331
2000 SW FWD	997	3,254	670	2,396
Phoenix FWD	2,296	9,585	4,075	19,986
Bonneville	5,124	18,503	5,080	18,058
Bonneville SW	1,283	4,179	1,219	4,245
6000 FWD	6,369	22,097	3,979	11,233
Grand Prix	7,241	24,920	7,443	25,391
Catalina			48	358
Bonneville '81	2	2	176	1,389
Bonneville Brougham '81	72	72	139	1,166
Pontiac SW	14	14	59	377
Total	40,117	140,815	41,276	143,603
TOTAL GM CORP.	321,568	1,111,833	296,898	1,032,707
(Checker)	31	214	176	643
Miscellaneous Domestic	52	302	200	733
Domestic Station Wagon Total	55,371	189,535	45,710	152,317
Domestic Grand Total	520,198	1,818,005	485,992	1,668,348
Import Total	208,211	799,272	186,261	684,534
Grand Total All Registrations	728,409	2,617,277	672,253	2,352,882

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report.
Registrations not available for Oklahoma.

Nissan plant in U.S. is off to early start

By Jack Walsh
Truck Editor

SMYRNA, Tenn. — Compact pickup trucks began rolling at a rate of six units a day at the new Nissan manufacturing and assembly facilities here after a production startup June 16 two months ahead of schedule.

By late November, output is expected to reach 7,500 vehicles a month on one shift, with a peak of 10,000 units monthly due by the middle of next year, according to Marvin T. Runyon, president, Nissan Motor Mfg. Corp. U.S.A.

Currently, the plant is producing 1983½ model two-wheel-drive trucks only. Production of four-wheel-drive vehicles is expected to begin in October.

Vehicles built in Smyrna will be distributed initially in the South and Southeast, with units imported from Japan supplying other markets in the U. S. When Smyrna reaches peak production, Nissan trucks no longer will be imported.

Runyon, in a uniform identical to those worn in the plant by production employes, was at the wheel of the first truck off the line June 16. Job 1 was a white long-bed pickup with a blue interior and deluxe trim, gasoline engine and automatic transmission.

• The next four vehicles off the line featured five-speed manual transmissions. No. 2 was a diesel, No. 3 was a King Cab with a short bed and the fourth and fifth units were long beds.

Runyon said Job 1 will be placed on permanent loan to the Tennessee State Museum in nearby Nashville after the plant's grand-opening and week-long dedication activities in October. The truck will be part of the museum's "Made in Tennessee" collection.

The startup in Smyrna coincided with the 50th anniversary of the U. S. subsidiary's parent firm, Nissan Motor Co. Ltd., Tokyo, the world's fourth-largest auto/truck manufacturer.

Ground for the plant, on a 782-acre site, was broken in February, 1981, and the construction and startup costs represent an investment of more than $660 million, Runyon noted.

"The investment will grow to

Continued on Page 30, Col. 1

Job One rolls at Smyrna

Proud and pleased, employes of Nissan Motor Mfg. Corp., U.S.A., escort first Nissan pickup truck built at Smyrna, Tenn., out of the plant. Output started two months ahead of schedule, with a beginning rate of six trucks a day. This is expected to grow to 10,000 a month by the middle of next year.

AMC sees 21 pct. gain in 4x4 market by '85

By Joseph Bohn
Marketing Editor

The total four-wheel-drive vehicle market will grow from an estimated 616,300 sales in 1983 to 743,500 in 1985, an increase of almost 21 percent, according to American Motors projections.

And compact sports-utility vehicles, like the downsized Jeep Wagoneer and Chevrolet Blazer S-10, along with compact 4WD pickup trucks are projected to be the fastest-growing segments of the market.

Compact sports-utility vehicles are expected to go from 95,000 sales, or 15.4 percent of the market, to 171,900 sales, or 23.1 percent market share by 1985.

At the same time, compact 4WD pickups will go from an estimated 140,000 sales, or 22.7 percent of market, to 191,900 sales, or 25.8 percent of the market in 1985.

By 1985, small sports-utility vehicles, like Jeep CJ, will have only 3.8 percent of sales, and the large sports-utility vehicles like full-size Broncos and Grand Wagoneers, 5.9 percent. Full-sized 4WD pickup trucks are expected to get 23.5 percent.

• In looking at demographics, AMC projects that its 1984 model Grand Wagoneer (the current full-size Wagoneer) will have a median buyer age of 47 with a median income of more than $55,000.

Median age and income of the downsized Wagoneer is expected to drop to 42 years and $50,000, respectively.

The projected average median income for all compact utility buyers next year is expected to be $35,000, with a median age of about 33.

Full-size '83 Ramcharger buyers, AMC noted, tend to be several years younger with an income of several thousand dollars less than do Cherokee buyers.

Turtle Top adds van headroom

Turtle Top, Inc., Goshen, Ind., is adding eight inches of headroom to its van-conversion interiors with a new fiberglass top option. It features two tinted, radius-cornered windows in front and is color-coordinated to match the vehicle's exterior. It also has indirect lighting along all sides.

Japanese firm, Rockwell join in axle venture

TROY, Mich. — Rockwell International and Press Koygo Co., Ltd., headquartered in Kawasaki City, Japan, have announced the formation of a joint venture to produce Rockwell-designed planetary axles for the Far East off-highway construction equipment market.

The new company, known as Press Kogyo-Rockwell Co., Ltd., will function from facilities located in Fujisawa City, near Yokohama. Initially, the company will assemble and market American-made Rockwell planetary axles. Customer deliveries of planetary axles are slated to start in September.

Under the agreement, Rockwell and Press Kogyo will have a 49 and 51 percent interest, respectively, in the new company.

Arthur P. Ronan, president, Rockwell's Heavy Vehicle Components Operations, said the joint venture is consistent with the company's strategic objective of applying Rockwell's advanced technical resources in designing and engineering planetary axles for the Far East.

"For Rockwell," Ronan said, "the joint venture provides us with a foothold in this important geographic market. For Press Kogyo, it means moving into this market with the most technically advanced product available."

Press Kogyo is an automotive components supplier with five manufacturing facilities.

truck industry news

But only light trucks advance

Month's registrations best since December

Registrations of new trucks of all types were the highest in April since last December, and they topped the year-earlier count by more than 11 percent.

With light trucks leading the way, 243,798 units were registered during the month, 11.5 percent higher than last year's 218,651, according to R. L. Polk & Co. In December, there were 246,093 registrations.

Through April, new-truck tallies totaled 836,109, an increase of 11.1 percent over the 752,839 units registered in the corresponding period in 1982.

Light trucks were the only market segment to show an improvement in the first four months over a year ago. But there were gains this year in only two of the three weight classifications that make up the light-truck segment.

In the January-April period, light-truck registrations climbed to 786,754 units, an increase of 12.9 percent over the year-ago 696,949.

Group 1 tallies through April were 12.7 percent higher than last year, rising from 388,429 units in 1982 to 437,953. The Group 2 total of 346,648 units was up 14.6 percent, compared with 302,519 a year ago.

• After a relatively strong year in 1982, Group 3 trucks continued to weaken. Through April, the count was only 2,153 units, down 64.1 percent from last year's 6,001. And 1,075 of this year's four-month total were registered in April.

Big trucks still haven't shown any signs of a rebound in sales in spite of the economic recov-

GVW Table on Page 50

ery which many experts contend is well under way.

Registrations of medium trucks through April were off 3.3 percent, dropping from 12,-

Continued on Page 27, Col. 5

Big-truck tallies down for April, first four months

April registrations of new heavy trucks in the U. S. dropped 17.1 percent below the year-earlier mark, according to R. L. Polk & Co. statistics, and the four-month count was down 14.1 percent.

During the month, 10,816 Groups 7 and 8 trucks were registered, a decline of almost 2,250 units from last year's 13,040 tallies. Through April, the total was 37,337, more than 6,100 units fewer than the year-earlier 43,456.

There were declines for April in Group 7 registrations and in the four-month count for both groups making up the heavy-truck market segment. Group 8 was up sharply for the month.

Group 7 registrations for the month totaled 3,792 units, a de-

Continued on Page 50, Col. 2

U. S. TRUCK REGISTRATIONS

FOUR MONTHS, 1983 VS. 1982★

	4 mos., 1983	Percent Share of '83 market	4 mos., 1982	Percent Share of '82 market	Pct. pt. Change, '83-'82
Ford	266,289	31.85	215,522	28.63	+ 3.22
Chevrolet	252,000	30.14	250,246	33.24	− 3.10
Dodge	76,498	9.15	70,871	9.41	− 0.26
GMC	71,181	8.51	67,621	8.98	− 0.47
Jeep	20,648	2.47	17,371	2.31	+ 0.16
International	13,759	1.65	13,870	1.84	− 0.19
Mack	4,608	0.55	5,211	0.69	− 0.14
Plymouth*	3,007	0.36	3,891	0.52	− 0.16
Freightliner	2,878	0.34	2,363	0.31	+ 0.03
Peterbilt	2,104	0.25	1,904	0.25	.....
Kenworth	2,038	0.24	2,356	0.31	− 0.07
Mercedes-Benz	792	0.10	1,026	0.14	− 0.04
White	756	0.09	658	0.09	.....
Volvo	402	0.05	140	0.02	+ 0.03
Autocar	236	0.03	219	0.03	.....
Western Star	95	0.01	262	0.04	− 0.03
Miscellaneous**	118,818	14.21	99,308	13.19	+ 1.02
TOTALS	836,109	100.00	752,839	100.00	.....

★—No registrations for Oklahoma, 1983 and 1982.
* Plymouth trucks are Trail Duster, Voyager, Scamp, and Arrow.
**Miscellaneous includes imports, Crane Carrier, Oshkosh, FWD, Hendrickson, etc.

U. S. HEAVY DUTY REGISTRATIONS

FOUR MONTHS, 1983 VS. 1982★

	4 mos., 1983	Percent Share of '83 market	4 mos., 1982	Percent Share of '82 market	Pct. pt. Change, '83-'82
International	9,178	24.58	9,203	21.18	+ 3.40
Ford	8,134	21.79	9,451	21.75	+ 0.04
GMC	4,856	13.01	9,135	21.02	− 8.01
Mack	4,018	10.76	4,463	10.27	+ 0.49
Freightliner	2,878	7.71	2,363	5.44	+ 2.27
Peterbilt	2,104	5.63	1,904	4.38	+ 1.25
Chevrolet	2,080	5.57	2,442	5.62	− 0.05
Kenworth	2,038	5.46	2,356	5.42	+ 0.04
White	756	2.02	658	1.51	+ 0.51
Volvo	402	1.08	140	0.32	+ 0.76
Mercedes-Benz	238	0.64	293	0.68	− 0.04
Autocar	236	0.63	219	0.50	+ 0.13
Western Star	95	0.25	262	0.60	− 0.35
Miscellaneous	324	0.87	567	1.31	− 0.44
TOTALS	37,337	100.00	43,456	100.00	.....

★—Groups 7 and 8 trucks only; no registrations for Oklahoma, 1983 and 1982.

She charges 'cooperative research' is illegal

Claybrook files suit against NHTSA

By Helen Kahn
Washington Bureau Chief

WASHINGTON.—Joan Claybrook, former chief of NHTSA and now head of Ralph Nader's Public Citizen, has sued her former agency on grounds that NHTSA's "cooperative research" program is illegal.

Joining Public Citizen in the challenge are the Center for Auto Safety and the Environmental Policy Center. Claybrook headed NHTSA during the Carter Administration.

The suit, filed in Federal District Court in the District of Columbia, said the "secret" research activities are banned by the Federal Advisory Committee Act.

That law requires any such meetings to be open to the public, to have transcripts, to have reasonable advance notice of meetings listed in the Federal Register and, according to Claybrook, "more importantly, to have balanced representation in the membership of the committee advising the government."

She charged that the meetings NHTSA held with the auto industry foiled all those criteria.

"The integrity of the government regulatory agency is severely compromised when it engages in regular, secret meetings with the automotive industry to discuss and decide what research to pursue for regulatory decisions," Claybrook said.

She added that NHTSA has plenty of authority to gather data. "It need not violate the law, abuse its authority, and compromise its reputation to get cooperation from automotive companies," she said.

In May, 1981, Claybrook charged, NHTSA terminated several advisory committees that were in compliance with the law. Those committees, one on accident sampling and another on biomechanics, had been created by NHTSA to give data, advice and suggestions on NHTSA research activities.

In October, 1981, Claybrook said, NHTSA "secretly" initiated meetings with MVMA and its member companies, including General Motors, Ford Motor Co., Chrysler Corp., American Motors and Volkswagen of America, to talk about research done by the government and industry about safety standards and supporting data.

"During the past 11 months," Claybrook said, "various 'task groups' have conducted 25 meetings, but the public has not received advance notice of these meetings and has not been permitted to attend them."

She said that most of the meetings dealt with possible upgrading of Standard 214—side impact protection.

In July, 1982, Raymond A. Peck, who was then NHTSA administrator, terminated the proposed upgrading until the agency resolved issues about the upgrading.

Claybrook said in her lawsuit, "By this time, the 'cooperative research' program was already deeply enmeshed in discussions of test procedures for the proposed upgrading of the standard. The automotive companies want a static standard developed. Prior to July, 1982, the NHTSA had been developing a dynamic test standard."

The side impact study group, Claybrook added, has no representatives of consumer groups, insurance companies, academic research institutions, unions, or any other interested segment of society.

The suit asked the court to enjoin NHTSA from using the MVMA and the task groups as advisory committees unless NHTSA ensures that they comply with the Federal Advisory Committee Act.

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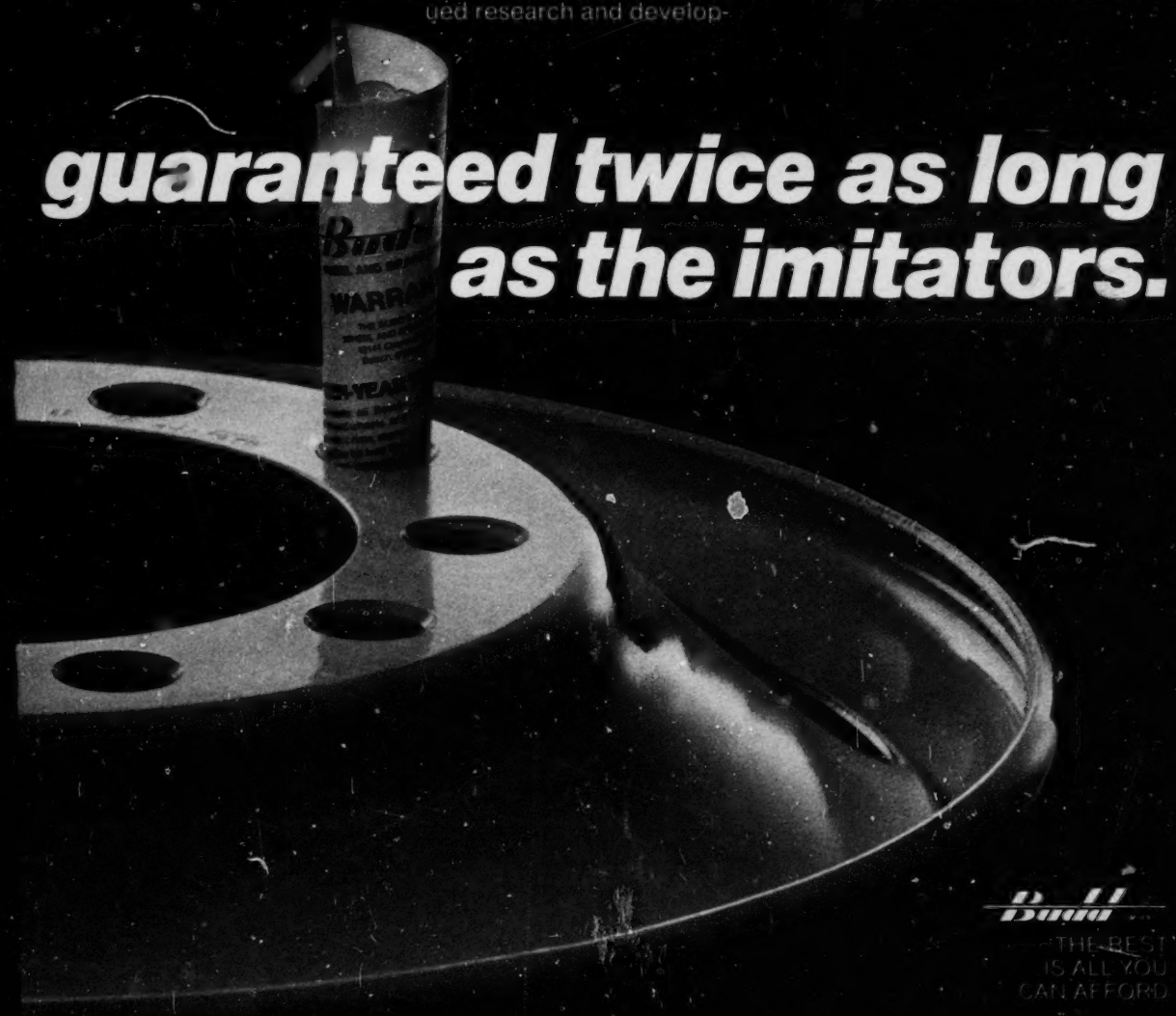

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THE BEST IS ALL YOU CAN AFFORD

Truck market in April reaches four-month high

Continued from Page 20

434 units last year to 12,018. There were 37,337 heavy-truck tallies, a decline of 14.1 percent from the year-earlier 43,456.

Group 4, the smallest of the eight, was the only big-truck classification to show a gain over last year. Through April, 91 of these vehicles had been registered, compared with only four units in 1982.

The Group 5 count was off 53.1 percent to 182 tallies, compared with 388 a year ago. In Group 6, there were 11,745 tallies through April, a decrease of 2.5 percent from last year's 12,042 units.

• Group 7 was down 25.8 percent in the January-April period, from 19,969 units a year ago to 14,817. There were 22,520 Group 8 registrations this year, a decline of 4.1 percent from the previous year's 23,487 units.

Ford increased its lead over Chevrolet in April by more than 3,000 units, and its four-month total of 266,289 tallies accounted for 31.85 percent of the industry total.

It was an improvement of 3.22 percentage points over last year, when No. 2 Ford's four-month count of 215,522 tallies took 28.63 percent of the total.

Pennsylvania dealers elect Hicks president

HARRISBURG, Pa.—Kermit G. Hicks, Hicks Chevrolet, Inc., Greencastle, was elected president of the board of directors of the Pennsylvania Automotive Assn. during its 63rd annual convention.

Other officers elected were: W. John Daub, Brown-Daub, Inc., Easton, vice president; James L. Royer, Royer Buick, Harrisburg, treasurer, and Ralph H. Evans, Ralph's Service Center, Mansfield, secretary.

factories list auction dates

Ford Motor Co.

June 28—Aptco Auto Auction, Taylor, Mich., and Dallas Auto Auction, Dallas, Tex.

June 29—Northway Exchange, Clifton Park, N.Y., and Clanton's Auto Auction, Darlington, S.C.

June 30 — 166 Auto Auction, Springfield, Mo.

American Motors

June 28—Aptco Auto Auction, Taylor, Mich.

June 29—Central States Auto Auction, Mason City, Ia., and Columbus Fair Auto Auction, Obetz, O.

June 30—Minneapolis Northstar Auto Auction, Shakopee, Minn.; Evansville Auto Auction, Evansville, Ind., and Todd Auto Auction, Telford, Pa.

General Motors Corp.

June 28—Southern Auto Auction, E. Windsor, Conn.

June 30—Nashville Auto Auction, Nashville, Tenn.

50-year award

Pontiac dealer John Koshak Jr., right, of Ely, Minn., receives a 50-year dealer award from Pontiac Minneapolis zone manager Max W. Dajnowicz.

Used Car Sales
Auction Averages

June to date	$5,223
Month ago	$5,173
Year ago	$4,708

Model breakdown
Auction Averages

	JUNE TO DATE	MAY	APRIL
1983	$10,004	$10,203	$8,595
1982	8,064	8,011	8,142
1981	6,240	6,258	6,140
1980	5,241	5,198	5,342
1979	4,559	4,630	4,498
1978	3,407	3,444	3,511
1977	2,617	2,705	2,828
1976	1,925	2,199	2,012
Overall Average	$ 5,223	$ 5,173	$5,069

Alabama dealers move to new headquarters

MONTGOMERY, Ala. — The Automobile Dealers Assn. of Alabama has moved from the Bell Building to new offices in the Union Bank Building, 60 Commerce St. The new mailing address is P.O. Box 1948, Montgomery, Ala. 36197-0801.

used-car auction directory

Display Rates: $84.00 per column inch (minimum space, 1 inch on 1 column). Listing Rates: (Maximum: Four lines of type - 1 time $20.00; 13-times, $18.50; 26-times, $16.50; 52-times, $13.50. For Frequency Display Rates Contact Want Ad Dept., Automotive News, 965 E. Jefferson, Detroit 48207. Phone (313) 567-9520. Closing: 12 days in advance. Next closing: June 29.

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Denver Auto Auction, 4285 South Santa Fe Englewood, Colorado 80110. Sale every Friday, 303-761-1410, 303-761-1459.

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Gulf Coast Auto Auction, 1319 61st Ave. E., Bradenton, Fla. 34203. 813-756-8478. Complete service fleet & lease accounts. Contact: J. Omar Landis, Henrietta Letty.

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18 supplier executives top GM chairman

Auto-pay analysis upsets many 'facts'

Continued from Page 1

chose not to exercise their options last year.

With option plan revenue and some minor additions to income in the form of savings plans and unused vacations, the rankings of the top officials of the Big 4 changed dramatically.

The chairman of mighty GM made about a third of what Iacocca, head of the No. 3 auto maker, did.

Ford's two top men probably topped GM's Smith, too—"probably" because the income figures include $712,492 worth of stock-option income for Caldwell and $565,333 for President Donald E. Petersen, portions of which may have actually been realized in 1978 or 1979.

Stock prices were high then, too, encouraging executives to exercise their stock options. Because of a Securities and Exchange Commission rule, Ford stock-option figures in its most recent proxy statement covered a five-year period.

If that weren't enough for GM's Smith, one look at the list of Japanese auto executives' salaries will show him he ranks below the presidents and chairmen of Toyota and Nissan — companies with sales of $16 billion and $15 billion, respectively. They are between Ford and Chrysler in size, with about a fourth the sales of GM.

Then again, maybe Smith has the last laugh: The Japanese equivalent of the SEC requires the country's executives to include even what would be private incomes in the U. S.—anything from dividends from unrelated companies to the sale of their own homes—in public disclosure statements.

U. S. auto executives must make public only the income related to their auto jobs. Only Roger B. and Mrs. Smith know his portfolio.

Clearly, some Japanese auto makers pay their executives far less than would be acceptable in the U. S. But the presidents of similarly sized Honda and AMC (both with sales in the $3 billion range) paid their presidents similar sums in 1982.

Unlike the U. S., Japanese chairmen don't always make more than the company president.

In the case of Toyota, President Shoichiro Toyoda is the grandson of the company founder, and his stock holdings of 18 million shares are probably the reason his income exceeds that of Chairman Eiji Toyoda, who holds 4 million shares.

Contributing to this report were Miles Moore, in Washington; John Hartley, in Japan, and Kathleen Hamilton, in Detroit. The article was written by Hamilton.

REPORTED INCOME OF BIG 4 EXECUTIVES

Rank	Executive	Position & Company	Income[1]
1	Lee A. Iacocca	Chairman, Chrysler Corp.	$1,575,176
2	Philip Caldwell	Chairman, Ford Motor Co.	1,158,820[2]
3	Donald E. Petersen	President, Ford Motor Co.	565,333[2]
4	Roger B. Smith	Chairman, General Motors	565,134
5	F. James McDonald	President, General Motors	498,184
6	W. Paul Tippett	Chairman, American Motors	376,536
7	Gerald Greenwald	Vice Chairman, Chrysler Corp.	358,952
8	Jose Dedeurwaerder	President, American Motors	251,325

Notes: 1—Figures include automotive-related income during 1982 as reported in proxy statements. Salaries, directors fees, benefits and income from stock options included, but any bonus paymenis held over from previous years are not included. Ford and Chrysler executives exercised stock options, and part of that income may have been realized early in 1983. GM figures include savings plan remuneration. 2—Includes $712,492 in value of stock options exercised by Caldwell and $565,333 by Petersen; some portion may have been realized in 1978 or 1979.

INCOMES OF JAPANESE AUTO EXECUTIVES

Rank	Executive	Position & Company	Income
1	Shoichiro Toyoda	President, Toyota Motor Corp.	$1,300,000
2	Eiji Toyoda	Chairman, Toyota Motor Corp.	1,100,000
3	Katsuji Kawamata	Chairman, Nissan Motor Co.	820,000
4	Takashi Ishihara	President, Nissan Motor Co.	510,000
5	Toshio Okamoto	President, Isuzu Motors	250,000
6	Kiyoshi Kawashima	President, Honda Motor Co.	240,000
7	Osamu Suzuki	President, Suzuki Motor Co.	220,000
8	Jitsujiro Suzuki	Chairman, Suzuki Motor Co.	190,000
9	Masaji Iwasawa	Chairman, Toyo Kogyo Co.	172,000
10	Sakae Ohara	Chairman, Daihatsu Motor Co.	170,000
11	Hideo Sugiura	Chairman, Honda Motor Co.	166,000
12	Yoshiki Yamazami	President, Toyo Kogyo Co.	165,000
13	Tomonaru Eguchi	President, Daihatsu Motor Co.	138,000

Note: Figures are for total income in 1982, including salaries, dividends and investments not necessarily related to the auto industry. Yen converted at 235 per dollar.

Governor signs lemon law in New Jersey

TRENTON, N. J. — The New Jersey lemon law went into effect last week after Gov. Thomas Kean signed legislation passed by the legislature several months ago.

The law, similar to those being passed in other state legislatures, provides that consumers would be able to have the purchase price refunded, after use allowances, or a defective vehicle replaced after following specified procedures.

Under this law, consumers can move for either refund or replacement if there have been four unsuccessful attempts to repair the same defect, or the car has been out of use for 30 business days.

The New Jersey law defines a defect as one which impairs the use, value or safety of the vehicle.

It also specifies a consumer must report the defects within the warranty period or one year from the date of delivery.

The law took effect on June 20 and covers all cars purchased on or before that date.

Within the context of this law, the consumer must go through the arbitration procedures established by the manufacturer. If not satisfied, the consumer can then take action in court.

Robert May, staff counsel for the New Jersey Automobile Dealers Assn., said the association did not oppose the legislation and the law puts the responsibility on the maker.

In the past, he said, the manufacturer could claim that the defect was due to improper repairs by the dealers, but under the present law, once the dealer calls the manufacturer's representative in on the repair, it becomes the manufacturer's responsibility.

He said that under this law, the consumer, if not satisfied, still has to go through court proceedings.

TOP-SALARIED EXECUTIVES U. S. AUTO INDUSTRY

Rank	Executive	Position & Company	Combined Salary & Bonus
1	Harry J. Gray	Chairman & President, United Technologies	$1,100,000
2	Robert Anderson	Chairman, Rockwell International (FY ended 9/30/82)	977,083
3	William M. Agee[1]	Chairman, Bendix Corp. (FY ended 9/30/82)	852,420
4	Edward L. Hennessy Jr.	Chairman, Allied Corp.	830,000
5	E. G. Jefferson	Chairman, duPont	763,080
6	R. E. Bailey	Vice Chairman, duPont	737,767
7	A. L. McDonald Jr.[2]	President, Bendix Corp.	735,061
8	John G. Breen	Chairman & President, Sherwin-Williams	676,723
9	Donald R. Beall	President, Rockwell International	668,333
10	James F. Bere	Chairman, Borg-Warner Corp.	637,000
11	A. F. Giacco	Chairman & President, Hercules Inc.	620,837
12	R. F. Mettler	Chairman, TRW Inc.	620,000
13	G. B. Mitchell	Chairman, Dana Corp.	612,008
14	Robert J. Carlson	Executive VP—Power, United Technologies	610,000
15	Henry M. Fawcett	Chairman, Mohawk Rubber Co.	607,125
16	Lee L. Morgan	Chairman, Caterpillar Tractor	598,454
17	R. E. Heckert	Vice Chairman, duPont	590,327
18	Henry B. Schacht	Chairman, Cummins Engine Co.	588,625
19	Roger B. Smith	Chairman, General Motors	565,134
20	Archie R. McCardell[3]	Chairman, International Harvester	563,609
21	Robert T. Campion	Chairman & President, Lear Siegler	556,667
22	David M. Roderick	Chairman, U. S. Steel	556,542
23	Peter L. Scott	Executive VP—Electronics, United Technologies	530,000
24	Paul F. Oreffice	President, Dow Chemical Co.	525,000
25	John C. Crean	Chairman, Fleetwood Enterprises	522,707
26	Stillman B. Brown	Executive VP—Finance & Administration United Technologies	500,000
27	James A. Henderson	President, Cummins Engine Co.	498,769
28	F. James McDonald	President, General Motors	498,184
29	Charles J. Pilliod Jr.	Chairman, Goodyear Tire & Rubber	496,109
30	Charles M. Pigott	President, Paccar Inc.	493,053
31	W. C. Purple	Executive VP, Bendix Corp.	470,760
32	William W. Weide	President, Fleetwood Enterprises	463,295
33	Howard H. Kehrl	Vice Chairman, General Motors	462,134
34	M. Gerald O'Neil	Chairman, General Tire & Rubber	461,543
35	William R. Roesch	President, U. S. Steel	460,417
36	John J. Nevin	Chairman, Firestone Tire & Rubber	460,000
37	E. M. deWindt	Chairman, Eaton Corp.	455,949
38	Martin D. Walker	Executive VP, Rockwell International	447,500
39	Philip Caldwell	Chairman, Ford Motor Co.	446,328
40	William T. Ernst	President, Mohawk Rubber Co.	444,608
41	D. K. Barnes	Executive VP, duPont	442,552
42	Stephen A. Girard	President (March-Nov., 1982) and Chairman, Kaiser Steel	442,372
43	S. C. Pace	President, TRW Inc.	440,000
44	Forrest N. Shumway	Chairman, Signal Co.	435,000
45	Robert E. Gilmore	President, Caterpillar Tractor	432,605
46	Donald H. Trautlein	Chairman, Bethlehem Steel	427,676
47	R. C. Forney	Executive VP, duPont	426,555
48	H. Holiday Jr.	Chairman, Armco Inc.	425,000
48	Harry H. Wetzel	President, Garrett Automotive Products	425,000
50	John C. Bierwirth	Chairman, Grumman Corp.	424,327
51	Chester Devenow	Chairman, Sheller-Globe Corp. (FY ended 9/30/82)	421,610
52	R. J. Richardson	Executive VP, duPont	419,564
52	W. G. Simeral	Executive VP, duPont	419,564
54	William Davidson	President, Guardian Industries	415,000
55	Reuben R. Jensen	Executive VP, General Motors	410,634
56	Warren J. Hayford[4]	President, International Harvester	399,991
57	Harvey H. Lamm	President, Subaru of America (FY ended 10/31/82)	398,097
58	S. R. Clarke	Senior VP, Hercules Inc.	397,913
59	Jerry E. Dempsey	President, Borg-Warner Corp.	397,000
60	Alan Belzer	Group VP—Fiber & Plastics, Allied Corp.	395,000
60	William W. Boeschenstein	Chairman & President, Owens-Corning Fiberglass	395,000
62	George A. Strichman	Chairman, Colt Industries	393,830
63	Robert E. Rowan	Chairman, Fruehauf Corp.	392,809
64	Frederick J. Mancheski	Chairman, Echlin Corp.	390,000
65	T. F. O'Neil	Director, General Tire & Rubber	389,040
66	Joseph P. Flannery	Chairman & President, Uniroyal Inc.	387,500
67	S. W. Gustafson	President, Dana Corp.	385,100
68	K. Robert Hahn	Executive VP, Lear Siegler	$381,667
69	David P. Reynolds	Chairman, Reynolds Metals	380,164
70	Joseph G. Gavin Jr.	President, Grumman Corp.	376,085
71	Michael D. Dingman[5]	Chairman & President, Wheelabrator-Frye	375,000
71	David L. Rooke	Executive VP, Dow Chemical Co.	375,000
73	James A. Walsh	Chairman, Armstrong Rubber Co.	373,615
74	Robert L. Zeligson	Chairman, CCI Corp.	373,600
75	Robert A. Stranahan Jr.	Chairman & President, Champion Spark Plug	372,980
76	W. B. Askins	Chairman, White Motor Corp.	367,600
77	T. A. Holmes	Chairman, Ingersoll-Rand	366,600
78	Donald E. Peterson	President, Ford Motor Co.	366,427
79	Lee A. Iacocca	Chairman, Chrysler Corp.	365,676
80	Robert W. Lundeen	Chairman, Dow Chemical Co.	365,000
81	Robert A. dePalma	Senior VP, Rockwell International	362,833
82	W. Paul Tippett	Chairman, American Motors	362,468
83	Glenn F. Kummer	Executive VP—Operations, Fleetwood Enterprises	359,472
84	David I. Margolis	President, Colt Industries	358,230
85	Harold A. Poling	Executive VP, Ford Motor Co.	356,592
86	James R. Rinehart	Chairman & President, Clark Equipment	351,544
87	Wilton Looney	Chairman, Genuine Parts Corp.	351,143
88	J. M. Reynolds	Automotive Group VP, Bendix Corp.	350,953
89	Robert E. LaRoche	Vice President, Borg-Warner Corp.	359,912
90	L. Stanton Williams	Chairman, PPG Industries	350,000
91	S. Salem	Group VP, General Tire & Rubber	343,999
92	John T. Hackett	Executive VP, Cummins Engine Co.	343,451
93	John E. Blomquist	President, Reynolds Metals	340,000
94	John J. Roscia	Senior VP, Rockwell International	339,967
95	W. Bruce Thomas	Vice Chairman, U. S. Steel	339,083
96	Boyd R. Plowman	Senior VP—Finance, Fleetwood Enterprises	335,766
97	Elden L. Smith	VP—RV Group, Fleetwood Enterprises	334,453
98	Thomas F. Gaffney	Executive VP, Guardian Industries	333,457
99	Howard M. Love	Chairman & President, National Steel	330,309
100	William D. Atteberry	Chairman, Eagle-Picher industries	330,000
100	D. C. Boone	President, Armco Inc.	330,000
102	Sherman E. Rose	Chairman, Subaru of America	329,494
103	J. Russell Duncan	Chairman & Treasurer, Steego Corp. (FY ended 4/30/82)	328,800
104	Daniel W. Derbes	President, Signal Co.	327,500
105	E. B. Jones	President, Republic Steel (until 6/30/82; chairman thereafter)	325,875
106	J. Earl Burrell	President, PPG Industries	325,000
106	G. E. Solomon	Executive VP, TRW Inc.	325,000
108	Joseph M. Klein	President, CCI Corp.	324,000
109	D. C. Garfield	President, Ingersoll-Rand	321,600
110	Walter F. Williams	President, Bethlehem Steel	318,382
111	D. T. McKone	Chairman, Libbey-Owens-Ford	315,200
112	Frank R. O'Keefe Jr.	President, Armstrong Rubber Co.	314,962
113	W. J. De Lancey	Chairman, Republic Steel (until 6/30/82; consultant and director thereafter)	311,004
114	John D. Ong	Chairman & President, B.F. Goodrich	310,250
115	William S. Leonhardt	Vice Chairman, Reynolds Metals	310,000
115	A. W. Reynolds	Executive VP, TRW Inc.	310,000
117	F. Alan Smith	Executive VP, General Motors	307,634
118	William N. Gross	Executive VP, Paccar Inc.	307,565
119	Robert M. Keil	Executive & Financial VP, Dow Chemical Co.	305,833
120	Frederick G. Jaicks	Chairman, Inland Steel	305,006
121	John C. Peppler	Senior VP, Lear Siegler	305,000
121	James J. Gavin Jr.	Senior VP, Borg-Warner Corp.	305,000
123	Harold W. Buirkle	Senior VP—Finance, Allied Corp.	303,000
124	Thomas A. Commes	Senior VP—Finance, Sherwin-Williams	301,280
125	Earl Dolive	Vice Chairman, Genuine Parts Corp.	300,000
125	C. H. Folley	Senior VP, Ingersoll-Rand	300,000
125	Walter B. Kissinger	Chairman & President, Allen Group	300,000

Notes: List compiled from proxy statements of publicly traded firms and contains not more than five of each firm's top-paid auto executives. Stock, long-term and contingent remuneration not included. Salaries and bonuses awarded were for calendar 1982 unless otherwise noted.

1—Left the Allied Corp.—acquired Bendix in May, 1983.
2—Left the Allied Corp.—acquired Bendix in March, 1983.
3—Left International Harvester in May, 1982.
4—Left International Harvester in March, 1982; subsequently named General Tire president.
5—Signal Companies acquired Wheelabrator-Frye in February, 1983; Dingman named president of Signal. Figure includes salary only.

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Court victory hailed as landmark

Safety Center obtains smog-conspiracy data

WASHINGTON.—A court victory by the Center for Auto Safety in obtaining documents shared by the government and the domestic auto industry in negotiating an end to the 1969 "smog conspiracy" consent decree is being hailed as a "landmark" because it has wide application to future antitrust settlements.

But the Justice Department has 30 days in which to consider appealing the decision of U. S. District Judge Thomas F. Hogan to the Federal Circuit Court for the District of Columbia and in the meantime, it may seek a protective order. But at present, the documents in question—some 400 pages—are not available.

The suit brought by the Center for Auto Safety involved the Freedom of Information Act and access to documents used in the Reagan Administration's decision to relax the consent decree.

The decree ended a lengthy investigation and a civil suit charging General Motors, Ford Motor Co., Chrysler Corp. and American Motors and their association — then known as the Automobile Manufacturer Assn. and now as MVMA—with conspiracy to delay the installation of air pollution control devices on new cars sold in California.

Under the Carter Administration, the Justice Department had favored extension of the 10-year consent decree and it is speculated that some documents discuss the change in the government's position.

• Judge Hogan's decision held that documents that the government has shared with the auto companies and/or their association must be made public and so must those prepared by the companies and MVMA and transmitted to the Justice Department.

Although some of the documents may have started as internal ones and hence exempt from public disclosure under the FOIA, they lost that status when they were shared with "outsiders" like the defendant auto companies.

Said Judge Hogan: "By sharing the Department of Justice's 'mental impressions' and once 'tentative opinions' with their adversaries in litigation, documents which may have at one time fallen within the deliberative process privilege lose their predecisional character and become final views of the agency. Thus, they cannot qualify for permanent protection."

The court further held the documents in question dealt not with enforcement but with modification of the decree.

While the court was sympathetic to the government's argument that releasing these documents might interfere with other consent decree negotiations, Judge Hogan nonetheless pointed out:

"Congress recognized that there may be situations where the efficiency of decision-making could be impaired, but it determined that the value of opening up and exposing agency action to public scrutiny would enhance the ultimate outcome and outweigh any harms."

Five decades

Edward A. Sahli Sr., left, owner of Sahli Motors, Inc., Beaver Falls, Pa., receives Chevrolet's 50-year dealer award plaque from David W. Watzlawick, assistant zone manager in Pittsburgh.

DELUXE QUALITY:
Triple chrome plated, double basket design, OEM type center cap with 64 to 72 individual spokes.

30 day open account with dealer's purchase order. Shipped F.O.B. Tempe, AZ.

Available in 13", 14" & 15". Minimum order: 5 SETS, in any size combination.

TO ORDER, CALL:
(602) 894-8162

DEALERSERVICE
105 N. HAYDEN RD.
TEMPE, AZ 85281

Big-truck tallies down for April, first four months

Continued from Page 20

cline of 46.3 percent from last year's 7,059. The Group 8 count, however, was up 17.4 percent, from 5,981 units a year ago to 7,024.

Four-month Group 7 tallies totaled 14,817 units, down 25.8 percent from the year-earlier 19,969. There were 22,520 Group 8 registrations through April, off 4.1 percent from last year's 23,487 units.

International, the leader this year in heavy-truck registrations, increased its share of total industry tallies by 3.40 percentage points through April.

Four-month International tallies accounted for 24.58 percent of the total with 9,178 registrations. A year ago at the same time, International was No. 2 and had 21.18 percent of the total with 9,203 tallies.

NEW TRUCK REGISTRATIONS BY MAKE AND GVW CLASS

FOUR MONTHS, 1983 VS. 1982★

		Group 1 6,000 pounds and less	Group 2 6,001-10,000	Group 3 10,001-14,000	Group 4 14,001-16,000	Group 5 16,001-19,500	Group 6 19,501-26,000	Group 7 26,001-33,000	Group 8 33,001 and over	Make Totals
AUTOCAR	**April, '83**	.....	.....	.....	.....	.....	.....	.....	**57**	**57**
	April, '82	.....	.....	.....	.....	.....	.....	.....	53	53
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	**236**	**236**
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	219	219
CHEVROLET	**April, '83**	**40,515**	**31,579**	**1,055**	.....	**14**	**329**	**417**	**50**	**73,959**
	April, '82	36,929	27,846	1,846	.....	38	352	615	61	67,687
	Year to Date '83	**137,161**	**109,290**	**2,103**	.....	**79**	**1,287**	**1,905**	**175**	**252,000**
	Year to Date '82	137,623	103,037	5,599	.....	144	1,401	2,231	211	250,246
(Memo Units) #	**April, '83**	**28,122**	**12,850**	.....	.....	.....	.....	.....	.....	**40,972**
	April, '82	23,653	9,545	.....	.....	.....	.....	.....	.....	33,198
	Year to Date '83	**94,550**	**43,772**	.....	.....	.....	.....	.....	.....	**138,322**
	Year to Date '82	83,129	32,122	.....	.....	.....	.....	.....	.....	115,251
DODGE	**April, '83**	**14,068**	**9,628**	.....	.....	.....	.....	.....	.....	**23,696**
	April, '82	13,039	7,552	.....	.....	.....	.....	.....	.....	20,591
	Year to Date '83	**46,923**	**29,575**	.....	.....	.....	.....	.....	.....	**76,498**
	Year to Date '82	47,029	23,825	17	.....	.....	.....	.....	.....	70,871
(Memo Units) #	**April, '83**	**8,436**	**6,812**	.....	.....	.....	.....	.....	.....	**15,248**
	April, '82	8,421	5,182	.....	.....	.....	.....	.....	.....	13,603
	Year to Date '83	**28,713**	**20,578**	.....	.....	.....	.....	.....	.....	**49,291**
	Year to Date '82	30,536	16,110	.....	.....	.....	.....	.....	.....	46,646
FORD	**April, '83**	**28,490**	**45,911**	.....	.....	.....	**704**	**1,439**	**692**	**77,236**
	April, '82	23,563	41,341	.....	.....	.....	984	1,861	726	68,475
	Year to Date '83	**93,822**	**161,346**	.....	.....	.....	**2,987**	**5,761**	**2,373**	**266,289**
	Year to Date '82	68,188	134,551	.....	.....	.....	3,332	6,756	2,695	215,522
(Memo Units) #	**April, '83**	**22,057**	**17,479**	.....	.....	.....	.....	.....	.....	**39,536**
	April, '82	12,423	14,838	.....	.....	.....	.....	.....	.....	27,261
	Year to Date '83	**70,102**	**62,539**	.....	.....	.....	.....	.....	.....	**132,641**
	Year to Date '82	30,771	46,518	.....	.....	.....	.....	.....	.....	77,289
FREIGHTLINER	**April, '83**	.....	.....	.....	.....	.....	.....	.....	**1,025**	**1,025**
	April, '82	.....	.....	.....	.....	.....	.....	.....	565	565
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	**2,878**	**2,878**
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	2,363	2,363
GMC	**April, '83**	**8,998**	**10,426**	**20**	.....	**14**	**355**	**765**	**680**	**21,258**
	April, '82	7,872	8,662	23	.....	120	309	3,324	675	20,985
	Year to Date '83	**30,111**	**34,320**	**50**	.....	**98**	**1,746**	**2,999**	**1,857**	**71,181**
	Year to Date '82	27,043	29,656	385	.....	241	1,161	6,429	2,706	67,621
(Memo Units) #	**April, '83**	**5,633**	**4,398**	.....	.....	.....	.....	.....	.....	**10,031**
	April, '82	4,291	2,602	.....	.....	.....	.....	.....	.....	6,893
	Year to Date '83	**17,996**	**12,801**	.....	.....	.....	.....	.....	.....	**30,797**
	Year to Date '82	13,427	8,233	.....	.....	.....	.....	.....	.....	21,660
INTERNATIONAL	**April, '83**	.....	.....	.....	.....	.....	**1,162**	**931**	**1,665**	**3,758**
	April, '82	.....	.....	.....	.....	.....	1,327	1,069	1,401	3,797
	Year to Date '83	.....	.....	.....	.....	.....	**4,581**	**3,330**	**5,848**	**13,759**
	Year to Date '82	.....	.....	.....	.....	.....	4,667	3,901	5,302	13,870
JEEP	**April, '83**	**3,526**	**1,928**	.....	.....	.....	.....	.....	.....	**5,454**
	April, '82	2,525	2,066	.....	.....	.....	.....	.....	.....	4,591
	Year to Date '83	**12,077**	**8,571**	.....	.....	.....	.....	.....	.....	**20,648**
	Year to Date '82	9,245	8,126	.....	.....	.....	.....	.....	.....	17,371
(Memo Units) #	**April, '83**	**3,526**	**1,644**	.....	.....	.....	.....	.....	.....	**5,170**
	April, '82	2,525	1,465	.....	.....	.....	.....	.....	.....	3,990
	Year to Date '83	**12,077**	**6,991**	.....	.....	.....	.....	.....	.....	**19,068**
	Year to Date '82	9,245	6,004	.....	.....	.....	.....	.....	.....	15,249
KENWORTH	**April, '83**	.....	.....	.....	.....	.....	.....	.....	**690**	**690**
	April, '82	.....	.....	.....	.....	.....	.....	.....	590	590
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	**2,038**	**2,038**
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	2,356	2,356
MACK	**April, '83**	.....	.....	.....	.....	.....	**152**	**77**	**1,131**	**1,360**
	April, '82	.....	.....	.....	.....	.....	192	52	1,099	1,343
	Year to Date '83	.....	.....	.....	.....	.....	**590**	**274**	**3,744**	**4,608**
	Year to Date '82	.....	.....	.....	.....	.....	748	207	4,256	5,211
MERCEDES-BENZ	**April, '83**	.....	.....	.....	.....	.....	**157**	**87**	.....	**244**
	April, '82	.....	.....	.....	.....	.....	202	87	.....	289
	Year to Date '83	.....	.....	.....	.....	.....	**554**	**238**	.....	**792**
	Year to Date '82	.....	.....	.....	.....	.....	733	293	.....	1,026
PETERBILT	**April, '83**	.....	.....	.....	.....	.....	.....	.....	**652**	**652**
	April, '82	.....	.....	.....	.....	.....	.....	.....	494	494
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	**2,104**	**2,104**
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	1,904	1,904
PLYMOUTH	**April, '83**	**472**	**399**	.....	.....	.....	.....	.....	.....	**871**
	April, '82	598	384	.....	.....	.....	.....	.....	.....	982
	Year to Date '83	**1,711**	**1,296**	.....	.....	.....	.....	.....	.....	**3,007**
	Year to Date '82	2,503	1,388	.....	.....	.....	.....	.....	.....	3,891
VOLVO	**April, '83**	.....	.....	.....	.....	.....	.....	**55**	**35**	**90**
	April, '82	.....	.....	.....	.....	.....	.....	44	6	50
	Year to Date '83	.....	.....	.....	.....	.....	.....	**238**	**164**	**402**
	Year to Date '82	.....	.....	.....	.....	.....	.....	108	32	140
WESTERN STAR	**April, '83**	.....	.....	.....	.....	.....	.....	.....	**15**	**15**
	April, '82	.....	.....	.....	.....	.....	.....	.....	51	51
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	**95**	**95**
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	262	262
WHITE	**April, '83**	.....	.....	.....	.....	.....	.....	.....	**268**	**268**
	April, '82	.....	.....	.....	.....	.....	.....	.....	145	145
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	**756**	**756**
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	658	658
MISCELLANEOUS*	**April, '83**	**32,496**	**564**	.....	**19**	**1**	.....	**21**	**64**	**33,165**
	April, '82	27,280	560	.....	1	.....	.....	7	115	27,963
	Year to Date '83	**116,148**	**2,250**	.....	**91**	**5**	.....	**72**	**252**	**118,818**
	Year to Date '82	96,798	1,936	.....	4	3	.....	44	523	99,308
TOTALS	**April, '83**	**128,565**	**100,435**	**1,075**	**19**	**29**	**2,859**	**3,792**	**7,024**	**243,798**
	April, '82	111,806	88,411	1,869	.....	159	3,366	7,059	5,981	218,651
	Year to Date '83	**437,953**	**346,648**	**2,153**	**91**	**182**	**11,745**	**14,817**	**22,520**	**836,109**
	Year to Date '82	388,429	302,519	6,001	4	388	12,042	19,969	23,487	752,839

★— In Oklahoma registrations, 1983 and 1982.
#—Memo units are trucks which are part of the total listed above each entry. Chevrolet memo units are vans, El Camino, LUV and S-10 compacts; Ford, vans, Bronco, Courier, Ranger and Bronco II; GMC, vans, Jimmy, Caballero and S-15 compacts; Dodge, Ram 50, Ramcharger, Ram Van and Rampage; Jeep, CJs, Cherokee, Wagoneer and Scrambler. Plymouth trucks are Voyager, Arrow, Trail Duster and Scamp.
—Compiled from R. L. Polk & Co. data

VW returns, 11 plants work overtime

Week's car output rises to 153,259

By Mary Beth Mayer
Staff Writer

The return of one domestic car facility and overtime at 11 others boosted last week's U.S. car production 4.41 percent above the previous week's total.

Output last week was slated at 153,259 cars, up from the prior week's 146,785, and up 14.94 percent from the 133,344 built in the year-ago week.

Breakdown for the week by company was: General Motors, 59.88 percent; Ford Motor Co., 23.06 percent; Chrysler Corp., 11.78 percent; American Motors, 2.94 percent; Volkswagen of America, 1.53 percent, and Honda, 0.81 percent.

Year-to-date, the makers have assembled 3,184,123 automobiles, a 23.09 percent gain from last year's 2,586,766.

Chrysler's St. Louis plant closed June 17 to prepare for the launch of the 1984 front-wheel-drive, two-door models, including the Chrysler Laser and Dodge Daytona. The facility is slated to return July 18.

Volkswagen's Westmoreland point returned after a week of downtime for inventory control.

Working Saturday (June 25) were GM's Doraville, Fairfax, Flint (G line), Lansing and Leeds plants. Fairfax and Leeds worked one shift, while the other three points worked two shifts.

Ford added daily and Saturday overtime at its Chicago, Lorain and St. Louis plants. Chrysler's Jefferson and Newark points logged daily and Saturday overtime, while its Belvidere facility worked daily overtime.

Car sales through the roof: Up 74 pct. in mid-June

Continued from Page 2

timated sales of 4,450, up 178.13 percent from the AUTOMOTIVE NEWS year-ago estimate of 1,600. Volkswagen of America was up 2.89 percent, to 2,245 from 2,182, and U.S.-built Honda Accord sales totaled 1,527 in their first calendar year on the market.

GM earned 59.20 percent of the market, up from 58.15 percent a year ago. Ford dropped to 24.10 percent from 26.13 percent. Chrysler cornered 12.70 percent compared with 12.51 percent a year earlier. AMC had 2.17 percent, up from 1.36 percent. VWoA picked up 1.09 percent, down from 1.85 percent, and Honda had 0.74 percent of this year's mid-June market.

Knockout sales performances by domestic makes included a 123.14-percent increase for Chevrolet, a 105.79-percent rise for Buick, a 95.06-percent gain for Dodge and a 90.20-percent boost for Chrysler. Also up were: Ford, up 60.38 percent; Mercury, up 66.29 percent; Plymouth, up 49.90 percent, and Lincoln, up 42.47 percent.

Cadillac sales were up 35.25 percent, Oldsmobile was up 42.67 percent, Pontiac was up 57.40 percent and VW was up 2.89 percent. Imperial sales dropped 38.78 percent and AMC (not including Alliance) was down 15.63 percent.

Year-to-date sales through June 20 totaled 3,082,509, up 11.09 percent from 2,774,837 last year.

Alabama dealer group elects Burke president

BIRMINGHAM, Ala. — Jim Burke, Jim Burke Buick, is the new president of the Birmingham Auto Dealers Assn.

Tony Serra, Serra Chevrolet-Datsun, was elected vice president, and Tom Williams, Tom Williams Buick, was named secretary-treasurer.

Schultz is 25

Eberle Schultz, left, owner of Redwood Motors, Eureka, Calif., receives a 25-year Volkswagen dealer plaque from T. Fred Wallace, VW's San Francisco regional manager.

Truck production climbs to 53,526, highest of year

With 11 plants working overtime, last week's domestic truck output was the highest of 1983.

The makers targeted 53,526 units, up 1.55 percent from 52,710 built the previous week. The former 1983 peak was 53,085 for the week ended June 11.

Last week's total was 4.11 percent above the 51,412 trucks assembled in the year-ago period.

Operating one shift Saturday (June 25) were General Motors' Detroit and Pontiac Plant 2 points. Working two shifts Saturday were GM's Flint, St. Louis and Pontiac Plants 5 and 6 plants.

Ford Motor Co.'s Kansas City, Norfolk, Michigan and Twin Cities facilities worked daily and Saturday overtime last week.

Chrysler Corp.'s Warren point worked daily overtime.

Canada builds 22,119 cars, off 6 pct. for week

Last week's Canadian auto production, scheduled at 22,119, fell 6.40 percent from the previous week's total of 23,631. Output also fell slightly from the 22,274 units built in the year-ago period.

So far this year, 515,499 cars have been completed, up 10.97 percent from 467,819 built in the comparable period last year.

Truck output, at 12,480, was down 2.09 percent from the previous week's 12,747. Last week's total was up 12 units from last year's 12,468.

Year-to-date, 266,251 trucks have been built, down 3.75 percent from 276,638 in the year-ago period.

AMC's Brampton plant closed for a summer break June 21 and is slated to reopen July 18.

International Harvester's Chatham and Vancouver facilities remained closed for model changeover. Operations there, idled May 23, are scheduled to resume July 25.

GM's strategy: To be the last big-car builder

DETROIT. — Being the last large-car manufacturer in the world has been a part of General Motors' strategy "for years and years," according to F. Alan Smith, executive vice president for finance.

Smith said that although his company turns out small cars at the government's insistence, many consumers still want larger cars.

Smith told the Detroit Auto Writers Group that "it used to be that people said General Motors had all this clout and they can force down the people's throats any kind of car they want to make."

He continued, "Well, I don't hear anybody saying that any more. It's certainly not true, because if it were true, we wouldn't have had all the problems the last couple of years."

U.S. CAR PRODUCTION

	Week Ended June 25, 1983	Week Ended June 26, 1982	Week Ended June 18, 1983	June to Date	Jan. 1 to June 26, 1982	Jan. 1 to June 25, 1983
AMERICAN MOTORS	4,500	1,400*	4,953	16,263	27,499	89,993
AMC Total	.....	1,400*	.....	.....	27,499	4,071
Concord	.....	.....	.....	.....	.....	3
Eagle	.....	.....	.....	.....	.....	4,068
Renault Total	4,500	.....	4,953	16,263	.....	85,922
Alliance	4,500	.....	4,953	16,263	.....	85,922
CHRYSLER CORP.	18,050	16,065	19,443	66,528	300,361	422,210
Plymouth Total	6,250	5,738	6,197	21,566	123,347	149,871
Horizon	2,400	2,403	2,297	8,584	38,054	52,213
Reliant	3,700	3,335	3,689	11,330	85,293	94,836
Caravelle ('83)	150	.....	211	652	.....	2,822
Chrysler Total	3,800	3,597	4,886	16,356	59,042	102,801
LeBaron	900	3,597	2,090	6,631	59,042	47,874
Chrysler E-Class	2,900	.....	2,796	9,725	.....	54,877
Dodge Total	8,000	6,730	8,360	28,606	117,972	169,538
Omni	3,800	2,241	2,849	11,228	35,686	59,708
Aries	2,500	3,563	3,632	11,062	64,987	71,441
Dodge 400	300	926	823	2,364	17,299	17,365
Dodge 600	1,400	.....	1,156	3,952	.....	21,024
FORD MOTOR	35,337	30,979	30,245	117,095	592,721	737,145
Ford Division	21,964	19,413	17,688	70,796	379,067	474,108
Escort	5,377	6,543	5,281	18,953	156,178	133,556
Fairmont	.....	3,786	.....	.....	65,313	23,728
Mustang	3,597	3,690	.....	5,275	69,025	60,543
LTD/Granada	3,958	4,067	3,428	13,148	62,663	88,624
Thunderbird	3,684	1,131	4,037	15,718	21,735	103,250
Crown Victoria/Ford	2,183	.....	1,908	7,370	.....	45,765
EXP	.....	196	.....	.....	4,153	1,184
Tempo	3,165	.....	3,034	10,332	.....	17,458
L-M Division	13,373	11,566	12,557	46,299	213,654	263,037
Mercury Total	10,488	9,534	9,810	36,606	163,528	207,597
Lynx	2,023	2,877	1,668	6,114	46,918	34,180
Capri	495	1,223	.....	791	16,986	11,622
Zephyr	.....	1,064	.....	.....	21,921	8,601
Marquis/Cougar	1,858	1,978	1,495	6,270	29,830	38,032
Cougar/XR7	3,257	502	4,007	13,682	7,199	57,433
Gr. Marquis/Marquis	2,020	1,840	1,767	6,879	39,758	52,122
LN7	.....	50	.....	.....	916	290
Topaz	835	.....	873	2,870	.....	5,317
Lincoln Total	2,885	2,032	2,747	9,693	50,126	55,440
Continental ('82)	283	406	272	948	10,552	8,215
Lincoln	1,716	996	1,624	5,651	22,542	28,715
Mark VI	886	630	851	3,094	17,032	18,510
GENERAL MOTORS	91,772	81,742	90,899	315,539	1,614,794	1,872,356
Buick Division	22,286	16,920	22,217	77,041	375,833	437,481
Skylark	3,345	3,484	3,477	12,027	68,007	53,059
Skyhawk J	1,639	.....	1,442	5,103	42,759	35,439
Century	4,440	3,188	4,094	14,719	64,467	77,763
Regal	5,206	4,680	5,236	18,266	97,930	124,002
Buick	6,436	4,508	6,754	22,718	83,330	125,328
Riviera	1,220	1,060	1,214	4,208	19,340	21,880
Cadillac Division	6,252	5,716	6,148	21,030	123,678	162,531
Cimarron	320	186	322	1,068	1,850	10,370
Seville	580	332	581	2,042	12,018	17,413
Eldorado	1,340	1,393	1,341	4,708	31,842	38,101
Cadillac	4,012	3,805	3,904	13,212	77,968	96,647
Chevrolet Division	31,496	27,992	33,151	109,422	505,708	592,394
Chevette	4,105	5,810	4,188	14,625	111,293	90,428
Cavalier	8,003	1,792	8,507	27,252	42,762	130,389
Celebrity	5,094	1,871	4,995	17,053	33,809	56,028
Camaro	5,130	5,501	5,279	17,201	111,660	97,290
Citation	1,770	5,056	1,819	6,110	88,249	55,727
Malibu	3,325	3,464	3,492	12,121	57,393	76,668
Monte Carlo	1,729	2,441	2,381	6,786	33,057	45,475
Chevrolet	1,740	1,450	1,873	6,134	12,813	29,647
Corvette	600	607	617	2,140	14,672	10,742
Oldsmobile Division	23,460	16,805	20,362	77,660	379,476	490,344
Omega	1,715	1,672	1,604	5,633	41,992	31,966
Firenza	1,235	.....	1,031	3,856	29,331	23,906
Cutlass	6,420	4,872	5,300	21,152	95,374	141,231
Cutlass/Ciera	5,106	2,610	4,499	16,984	61,285	96,582
Oldsmobile	8,124	6,820	7,070	27,052	133,615	176,881
Toronado	860	831	858	2,983	17,879	19,678
Pontiac Division	8,278	14,309	9,021	30,386	230,099	189,606
Acadian†	.....	190	244	771	6,610	8,778
2000	2,285	1,754	2,673	8,636	19,161	50,069
1000	955	1,541	912	3,161	16,856	20,243
Firebird	2,570	3,258	2,383	8,500	66,094	46,741
Phoenix	400	1,801	385	1,553	24,589	13,764
G. Prix/B'ville ('83)	2,068	3,718	2,424	7,765	79,170	50,011
6000	.....	2,047	.....	.....	17,619	.....
HONDA	1,250	.....	1,245	4,266	.....	17,315
VOLKSWAGEN	2,350	3,058	.....	6,035	49,428	45,104
CHECKER	.....	100*	.....	.....	1,963*	.....
Total Cars, U.S.	153,259	133,344	146,785	525,726	2,586,766	3,184,123

TRUCK PRODUCTION IN U.S.†

	Week Ended June 25, 1983	Week Ended June 26, 1982	Week Ended June 18, 1983	June to Date	Jan. 1 to June 26, 1982	Jan. 1 to June 25, 1983
CHEVROLET	18,763	17,987	18,316	63,495	345,077	380,478
DODGE	3,200	3,086	2,571	10,404	66,202	66,192
FORD	22,494	20,332	23,965	78,375	366,273	441,606
GMC	4,324	5,632	5,202	18,631	127,968	125,865
INTERNATIONAL	1,245	1,165	1,246	4,330	26,404	24,712
VOLKSWAGEN	.....	160	.....	.....	8,393	2,079
JEEP	1,450	2,000*	1,360	6,346	40,711*	38,517
AM GENERAL	50*	50*	50*	174	1,130*	1,190*
MISCELLANEOUS	1,000*	1,000*	1,000*	3,480	29,000*	23,800*
Total Trucks, U.S.	53,526	51,412	52,710	185,235	1,011,158	1,104,439

CANADIAN TRUCK PRODUCTION

	Week Ended June 25, 1983	Week Ended June 26, 1982	Week Ended June 18, 1983	June to Date	Jan. 1 to June 26, 1982	Jan. 1 to June 25, 1983
CHRYSLER CORP.	2,652	2,542	2,681	9,068	53,212	66,447
FORD MOTOR	3,580	4,067	3,669	12,995	74,130	70,407
GENERAL MOTORS	6,248	5,596	6,397	22,621	143,084	126,181
INTERNATIONAL	.....	263	.....	.....	6,212	3,216
Total Trucks, Canada	12,480	12,468	12,747	44,684	276,638	266,251
N. American Trucks	66,006	63,880	65,457	229,919	1,287,796	1,370,690

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

CANADIAN CAR PRODUCTION

	Week Ended June 25, 1983	Week Ended June 26, 1982	Week Ended June 18, 1983	June to Date	Jan. 1 to June 26, 1982	Jan. 1 to June 25, 1983
AMERICAN MOTORS	328	610	820	2,459	13,738	15,533
CHRYSLER CORP.	.....	4,222	.....	5,718	86,409	103,857
FORD MOTOR	9,711	8,949	9,734	26,822	168,716	112,162
GENERAL MOTORS	11,855	8,313	12,852	45,823	193,544	278,682
VOLVO	225	180	225	810	5,412	5,265
Total Cars, Canada	22,119	22,274	23,631	81,632	467,819	515,499
N. American Cars	175,378	155,618	170,416	607,358	3,054,585	3,699,622
N. American Trucks	66,006	63,880	65,457	229,919	1,287,796	1,370,690
North American Cars and Trucks	241,384	219,498	235,873	837,277	4,342,381	5,070,312

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.

7/6/83
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Automotive News

July 4, 1983

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Japanese quota to expire; local-content bid stronger

By John Hartley, Helen Kahn and Kathleen Hamilton

The Japanese and Canadian governments last week finally hammered out voluntary auto quotas for this year, but days later a Japanese government official promised auto executives in Japan that export quotas for both Canada and the U. S. won't be extended when they expire next March.

It is unclear whether this was posturing by Sosuke Uno, on the job only two weeks as head of the Ministry of International Trade and Industry (MITI), or an official government announcement.

In either case, Uno's statement in Tokyo clearly helped the UAW-backed local-content bills in the U. S. Congress at a time when support has been low.

A spokeswomen at the Japanese embassy in Washington characterized Uno's statement as a reaffirmation of the government's earlier stance on the issue.

But observers in Japan say that even if Uno is opposed to more restraint, it is likely that Japan will restrain its auto exports in some fashion if the U. S. applies pressure.

In Detroit, officials at General Motors, American Motors and the UAW indicated they believe the Japanese position may be more flexible than Uno's statement indicates.

• Uno's remarks came during an informal breakfast meeting with auto executives. Takashi Ishihara, head of Nissan and of the Japanese Automobile Manufacturers Assn., urged Uno to stand firm on the issue.

Uno also emphasized the need for Japan to increase its imports to offset its trade imbalance.

The U. S. State Department, the Japanese embassy in Washington and the Office of the U. S. Trade Representative all said there has been no official communique that would indicate the stance is official.

A spokesman for the Trade Representative's Office said it is too early to start talking to the Japanese about future quotas. The Reagan Administration has asked for a clarification.

The reaction from Michigan's legislators was predictably strong.

But Missouri Republican Senator John Danforth, who previously introduced quota legislation, said he does not believe Uno's remarks are the final word. There is still a good chance of a fourth year of quotas, based on talks he and other senators had last January with Prime Minister Nakasone, Danforth said.

• Rep. John Dingell, Michigan Democrat, and Rep. Richard Ottinger, New York Democrat, predicted the news will boost the chances of passing local-content legislation.

Senator Donald Riegle, Michigan Democrat, speaking in Detroit to the Michigan AFL-CIO convention, called Uno's position an "outrage" and said Japan has begun a trade war he likened to Pearl Harbor.

Riegle called for immediate action to limit "sharply and permanently" the number of Japanese cars and trucks imported into the U. S.

Riegle is the chief sponsor of the local-content bill in the Senate. Its companion was recently reported out of the House Energy and Commerce Committee.

Until Uno's statement, it had

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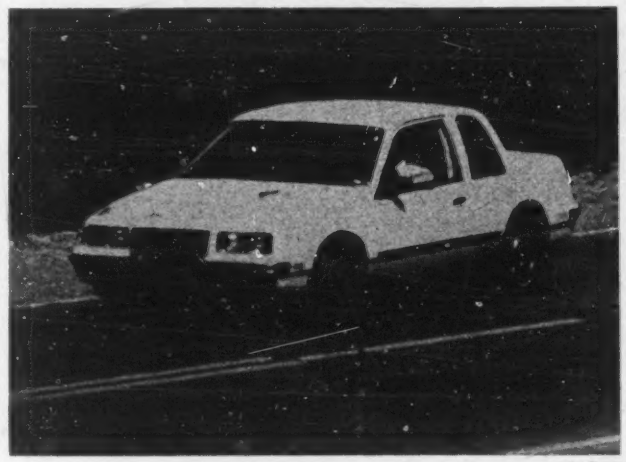
N as in 'new'



Jim Dunne

GM hones new FWD line

General Motors will unveil its new N-body—also known as GM-20—line of front-wheel-drive cars for the '85 model year. GM-20 vehicles will not be much larger than current J-body models and will likely be powered by a 2.5-liter inline four-cylinder engine. A two-door will be the only model offered the first year by Buick, Oldsmobile and Pontiac (the Buick model is shown). Cadillac will join the program in '86, basing its Cimarron model on the four-door sedan body that will be added that year.

breaking news

Toyota to offer extended cab

LOS ANGELES.—Toyota Motor Sales, U.S.A., will offer an extended-cab version of its new truck when the revamped line is introduced this fall. The new truck will be offered in two wheelbases—108 and 122 inches and will retain the present 2.4-liter four-cylinder engine.

Renault Encore starts at $5,755; '84 Alliance up

SOUTHFIELD, Mich.—American Motors last week announced tentative '84 prices which show increases of $245 to $344 (3.8 to 4.9 percent) on Renault Alliance. AMC also placed tentative prices on its new Renault Encore hatchbacks which are $100 less than most corresponding '84 Alliances, $204 less on the base model.

Encore starts at $5,755 for the base three-door. The Encore S three-door is $6,365 and the S four-door is $6,615. In the Encore LS series, the three-door is $7,088 and the five-door is $7,338. The Encore S three-door is $7,547.

Alliance starts at $5,959 (up $264) for the base two-door.

See BREAKING NEWS, Page 8, Col. 1

Judge grants extension in DeLorean 'circus'

By Edward Lapham
Senior Editor

The DeLorean drama made news again last week when the U. S. Bankruptcy Court in Detroit gave John DeLorean until Oct. 3 to form a viable reorganization plan for his defunct DeLorean Motor Co.

Judge George Woods also granted a petition by the unsecured creditors committee of DMC to freeze the proceeds of a pending sale or another DeLorean-owned company, pending further examination.

The week's events, termed a "circus" by one attorney, included among other things a hearing on a DMC petition to remove one creditor from the committee, a courtroom discussion of whether a DMC bankruptcy lawyer had called DeLorean associate Roy Nesseth a "gangster" or merely said he was "difficult" to get along with, and disclosure by a local television station that the FBI is now investigating DeLorean for "bankruptcy fraud."

In granting DeLorean and Henri Foussard another 90 days to put together a viable reorganization plan, the court ordered a $100,000 good-faith deposit posted in March by an attorney representing the investor group held in escrow. The creditors committee had wanted the money forfeited to the estate, arguing the group had not acted in good faith nor presented a bona-fide reorganization plan.

Judge Woods said he would extend the exclusive rights of DeLorean to file a plan beyond Oct. 3 only if there was progress, good faith and the likelihood the plan being developed would eventually be confirmed. After that he said, "it's open season" for any other potential investor who might want to reorganize the company — or liquidation.

• In the hearing to freeze the proceeds of a pending sale of the Logan Mfg. Co. division of DeLorean Mfg., court-appointed examiner Yale Levin testified that "there is a reasonable possibility" that John DeLorean may have used part of the $17.65 million missing from the sports car company to acquire Logan from Thiokol Corp. in 1979. (See AUTOMOTIVE NEWS, March 28, 1983.)

Levin said his examination was not yet complete and he had not yet reached a firm conclusion.

Attorneys for the creditors committee produced documents which said DeLorean obtained a $9.0 million loan from Dutch commercial bank, Pierson, Heldring & Pierson, with "very favorable terms" which suggested it was collateralized by a compensating balance of funds removed from the car project.

Levin said the loan terms, a 4.5 percent, 10-year, one-payment note from the Pierson bank is the type of "super balloon loan frequently secured with cash, certificates of deposit" or other similar cash-like instruments.

DeLorean last week was close to selling Logan to LHIW, Inc., a Logan (Utah) company, for $12.5 million, including a $2.5 million payoff of an outstanding loan to Continental Illinois National Bank, $4.5 million in cash and $5.5 million in notes. The

Continued on Page 38, Col. 4

Motors Holding 54 years old and going strong

A look at GM's most exclusive club

By John K. Teahen Jr.
Managing Editor

The entry fee is higher than it once was and the apprenticeship is longer than it used to be, but General Motors' most exclusive club is still going strong.

The club is 54 years old, and it has had only 3,200 members during its entire life. Never more than 400 or 450 at any one time, usually a lot fewer than that.

And it has had only three leaders since it was formed in 1929.

The "club" is Motors Holding Division, a unit of the Sales and Marketing Staff that finances newly appointed GM dealers. The "members" are the dealers it finances.

Motors Holding is GM's smallest division with only 130 employes. In addition to central office functions in Detroit, they staff 19 branch offices in the U. S. and three in Canada and three regional offices.

The division also has responsibility for Motors Holding operations in the United Kingdom and West Germany. There are four employes in Europe. And it has overview responsibility for similar activities in Australia and South Africa.

Major-domo of the Motors Holding realm is William Harvey III, a genial 58-year-old executive who has been with the division since 1948 and has been its general manager since 1959.

William Harvey III

His 24-year tenure as the boss is probably the longest in GM history for the head of one division.

Harvey has had only two predecessors at Motors Holding. Albert L. Deane ran things from

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Chevy power for Ford replica

The Total Replica Roadster, built by Total Performance, Inc., Wallingford, Conn., is a replica of the 1930 Ford, complete with two-passenger rumble seat. The fiberglass-bodied car is powered by a Chevrolet V-8 engine. Price is $18,000.

Clenet 'angel' wins assets of firm in court

By Kathleen Hamilton
Financial Editor

A U. S. Bankruptcy Court ruling has given all the assets of California neoclassic-car maker Clenet Coachworks to the firm's financial partner who is now looking for a buyer.

Meanwhile, designer Alain Clenet is working with Cars and Concepts, Brighton, Mich., on several projects. He also is setting up production of wood instrument panels for the aftermarket and making plans to design another car with his name on it —this time a modern performance vehicle.

Bankruptcy Court Judge Calvin K. Ashland came down squarely in favor of S. Prestley Blake, the founder of the chain of Friendly Ice Cream Co. restaurants, who bankrolled Clenet. The ruling authorizes Blake to sell the company's assets to try to recoup some of the $2.6 million the court found due him.

Clenet Coachworks will be worth less than $1 million if sold as a going concern, according to the judge's findings. Blake said he hopes to sell it intact, not in pieces.

In addition, Blake owns the Goleta (Calif.) plant where the $85,000 luxury cars were built. When the plant opened several years ago, Clenet valued it at about $4 million.

• Blake said General Motors executives had considered it for a West Coast design studio, but have dismissed it as too expensive for their budget at this time. Several prospects a week have been touring the facility, he said.

After more than a year of dissension between Blake and Clenet, Clenet was evicted in August, 1982, for failing to pay rent, taxes and utilities. Three of the company's creditors, friendly to Alain Clenet, sued in an attempt to recover their losses by forcing the company into liquidation.

The most recent court ruling, however, upheld Blake's priorities over those of the unsecured suppliers.

Clenet said the judge's ruling favored Blake in part because some of the facts of the case weren't tried (a jury trial was waived) and because of an unprepared lawyer for the estate. Clenet himself was not represented by an attorney.

Two former Clenet employes, George Corsi and Michelle Curtis-Corsi, are marketing replacement parts for the Series I, II and III Clenets through Pacific Innovations (P.O. Box 2053, Goleta, Calif. 93118).

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58th year — No. 4975

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Directives issued on air bags, fuel economy, research

House approves funds for NHTSA

By Helen Kahn
Washington Bureau Staff

WASHINGTON. — Air-bag technology, reliability of driver-only and full-sized air bags plus air-bag repair and larger test fleets are among the specific spending programs earmarked by the House of Representatives as it provided funding for NHTSA for fiscal 1984.

The committee report accompanying the money bill also advocated expansion of the New Car Assessment Program by which cars can be compared for their capability of protecting occupants and in giving consumers information on bumper performance.

The House bill, which also increases spending for drunk-driving programs and for "buckle up" programs, now goes to the Senate Appropriations Committee for its consideration and changes. Eventually, the Senate will act and a conference committee will iron out differences.

House passage of the appropriations for fiscal 1984 for the Department of Transportation occurred before the recent U. S. Supreme Court decision remanding the rescission of the passive-restraint rule to NHTSA for further consideration — whether to find better reasons for cropping the standard or to modify it and readjust effective date or dates.

Most of the money which NHTSA gets goes to states for their highway safety programs. The explanation is that alcohol — involved in some 55 percent of all fatal crashes — is a leading cause of deaths and so are unused safety belts and child restraint systems whose use could prevent at least half the deaths and injuries in car and light-truck crashes.

But while traffic deaths have been falling, the House Appropriations Committee is "uncertain" about the role played by NHTSA programs and policies. And — in an apparent reference to claims of lower fatality figures because of less driving, especially by unemployed teenagers, and formerly high gasoline prices — the committee wants to know whether the trend will continue under improved economic conditions and stable fuel prices.

• The biggest part of NHTSA's $78 million budget — not including the big grants to states — is for research and analysis.

The House voted for a little more than $39.5 million on grounds it will develop new approaches for safety and fuel economy of vehicles via state highway programs and through standards, public information, voluntary programs with manufacturers, harmonization with national and international standards and regulatory reform.

But the committee was not satisfied with progress made either in fuel economy or safety. For example, it is concerned that General Motors, Ford Motor Co., Jaguar and Saab may not meet the 26.0 MPG standard for '83 models, but failed to mention that Volvo may be in the same boat.

In fact, said the committee, NHTSA has "systematically dismantled its capability to deal with fuel-economy issues," even though the committee believes fuel economy will remain a "significant" issue.

To improve that capability, the House bill gives $500,000 more than NHTSA requested and directed the Cambridge (Mass.) Transportation Systems Center to use it.

In addition, the committee added $800,000 for crashworthiness research, of which $550,000 is to be used for biomechanics research.

But the committee approved another $250,000 to be used "to further the investigation of vehicle technological improvements to air-bag systems which have the potential of reducing installation and repair costs."

The full Reagan budget request of $1 million to complete the $2.5 million project to install driver-only air bags in 5,000 1985 models bought by the General Services Administration was also voted.

Money is already going to Arizona for its police car fleet, but the committee said a "substantially larger test fleet" is needed.

NHTSA was urged to intensify efforts to persuade larger fleet buyers to purchase air-bagged vehicles to set up a "sta-

Continued on Page 41, Col. 1

U. S. judge tells Toyota to provide price data

LOS ANGELES. — A U. S. District judge has ordered Toyota Motor Sales, U.S.A. (TMS/USA) to turn over to the IRS cost information on cars sold by its parent, Toyota Motor Corp., to dealers in Japan.

Judge Cynthia Holcomb Hall ordered the Toyota's U. S. subsidiary to provide the data, which the IRS says it needs to establish the transfer price or price paid by TMS/USA for the Toyotas sold in this country between 1975 and 1978. The IRS is questioning TMS/USA's tax liability for that period.

Attorneys for Toyota Motor Corp. argued in an earlier court appearance that the model-by-model breakdown requested by the IRS is unavailable because cost data on cars sold in the Japanese home market is kept in a different form than that of cars sold in the U. S.

Judge Hall, however, ordered Toyota to comply with the request that asks the company "to provide unit selling prices, including the price of spare tires and tools, to Japanese dealers for each passenger-car model sold during each of the fiscal years 1976, 1977 and 1978."

Judge Hall denied a government request that TMS/USA provide cost data in 13 other categories, saying that information has already been provided by the company or no longer exists.

She also rejected a request for copies of all communication between TMS/USA and its parent as too broad.

ERF inks pact to build Hino trucks in UK

By Richard Feast
European Editor

SANDBACH, England.—ERF, the UK's only independent heavy-truck maker, has reached an agreement with Hino, of Japan, to begin production of medium-weight Hino trucks next year.

The agreement was reached last week by Peter Foden, chairman of ERF, and Masashi Arakawa, president of Hino. Hino is part of the Toyota Group.

The agreement involves no financial stake by Hino in ERF, and reports of a $45 million investment by the Japanese company have been denied by ERF.

ERF will be responsible for manufacturing and marketing a range of four-wheeled rigids in the 12-to-15-ton category. The vehicles will be produced in the company's Sandbach works in the northwest of England, using six-cylinder Perkins diesel engines.

They will be sold as ERFs. When production begins in 1984, ERF said, the local content will amount to 60 percent, and will rise to 80 percent as the program develops.

The deal also involves the exchange of technical information, including ERF's unique hot-pressed plastic cab components.

Critically for the UK maker, it gives it a contender in a weight category which it has so far avoided. ERF has concentrated on the heavy end of the market, selling the majority of its output in the UK but with a limited number of exports to the Middle East.

Last year, ERF manufactured just over 1,700 units, compared with almost 61,500 by Hino.

Hino has international ambitions. It is planning to begin a U. S. operation in 1984 (AUTOMOTIVE NEWS, May 16). In Europe, it has concentrated its assembly facilities in countries which have no domestic industry, such as Ireland, Portugal and Greece.

Assembling turbos

Rolling off the line at Garrett AiResearch's assembly plant in Torrance, Calif., the Model TO3 turbochargers are assembled by Luis E. Labori prior to installation in Ford's new 2.3-liter EFI (Electronic Fuel Injection) turbocharged engine.

10,000 Corvettes being recalled for brake-bolt fix

WARREN, Mich. — Chevrolet has recalled all 1984 Corvettes built before June 16 so that bolts holding front-wheel brake assemblies in place can be changed.

Chevrolet said a quantity of incorrectly coated bolts had been used to fasten brake calipers to steering knuckles. If these bolts work loose, they could cause the caliper to interfere with the operation of the wheel and prevent the wheel from rotating.

Since the incorrect bolts were used at random and are virtually indistinguishable from the correct bolts, both bolts on both front-brake assemblies of some 10,000 new Corvettes will be changed.

There have been no reported accidents due to the incorrect bolts.